1907

CATALOGUE

POTTER WALL PAPER MILLS

NEW YORK
· BOSTON · CHICAGO ·
KANSAS CITY ·

TD cAt 1907 Potter Wall Papers M:1167

ATHENAEUM OF PHILADELPHIA

Bookworm & Silverfish 2/81

TO OUR AGENTS.

In presenting to our friends and customers our catalogue for 1907, we wish to say that the high quality of all our paints, brushes, tools and supplies will be maintained. It has always been our aim to give our customers the best possible value for their money, which we believe has been mainly responsible for the rapid growth of our business.

To meet the increased demand for our goods, we have just completed a new building, which doubles our capacity, and we are now in a position to offer our customers better goods and better service than ever before.

We solicit your orders for the goods described in this catalogue, but at the same time wish to call attention to the fact that our first consideration is, and always will be, Wall Paper. Owing to the superior quality of our wall papers and the exceptionally low prices at which they are sold, our agents will be better equipped than the agents of any other house in this line to obtain orders.

Our "Business Boomer" is especially designed to enable our agents to beat all competition, and where it is a question of price our agent will always secure the order. We are satisfied that if you submit our samples to your customers, you will find it an easy matter to sell our wall papers, and we urge you to show them whenever you possibly can.

POTTER WALL PAPER MILLS.

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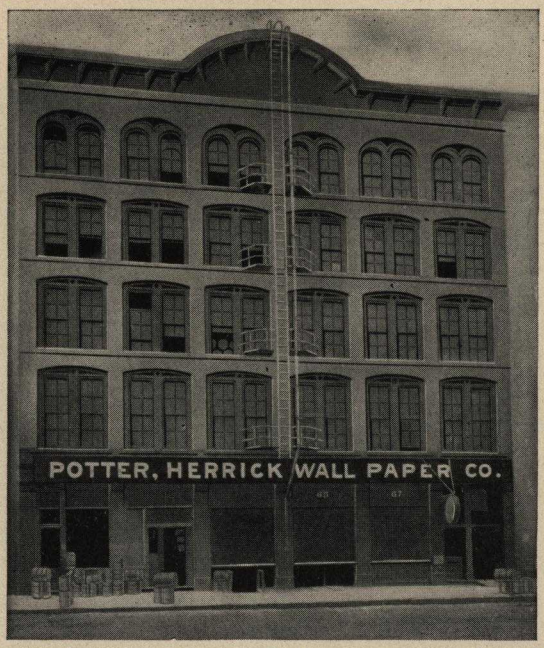
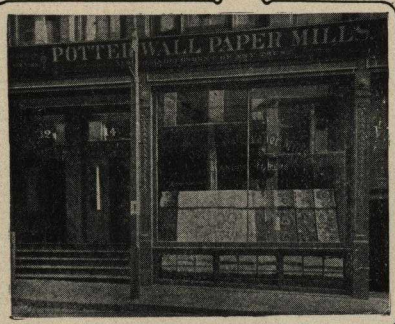
The Combined Capacity of our Factories is 36,000,000 Rolls of Wall Paper Yearly



The Largest Manufacturers and Distributers of Wall Paper in America

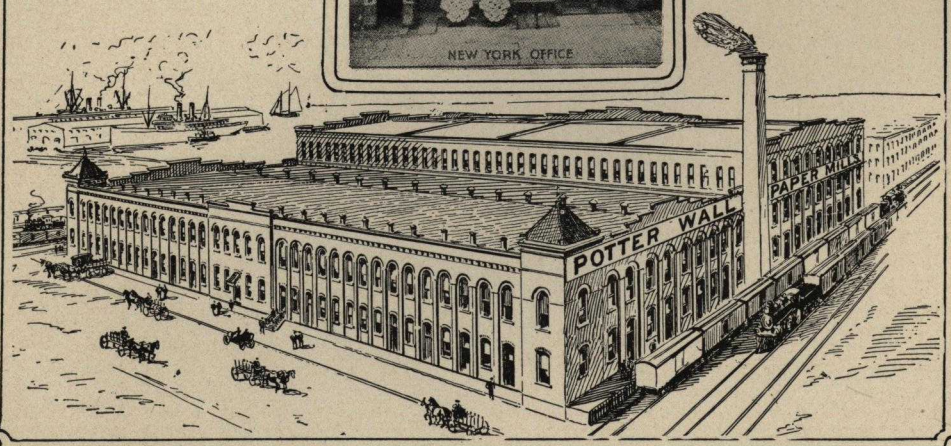


BOSTON

WESTERN MILLS,
61-63-65 SO. WATER ST.,
CHICAGO, ILL.

NEW YORK OFFICE

KANSAS CITY



EASTERN MILLS, 15TH ST. AND PARK AVE., HOBOKEN, N. J.

THE AGENT who has been supplied with our wall paper samples for 1907 has secured a line unsurpassed in utility and beauty. Our one aim has been to produce every pattern and coloring with artistic care, with a view to supplying our agents with wall papers so attractive and covering such a variety of tastes, that their customers will buy them without looking elsewhere.

You must realize the advantage of sending all of your orders to one wall paper concern, also the fact that for accommodation of our agents we sell painters' supplies, tools, brushes, etc., at actual cost, thereby saving freight or express on their purchase, also time and annoyance to say nothing of the expense of splitting them up into small shipments from different houses.

AT LAST you have samples representing a line to which you are able to confine your business exclusively, and at the same time defeat all competition.

AND THE PRICES—that is the vital point. Our list prices from top to bottom are much lower than any competitors; and to the agents' great advantage, OUR DISCOUNTS ARE LARGER.

This fact, for it is a stubborn fact, is easily accounted for. WE MANUFACTURE ALL WALL PAPER WHICH WE SELL. NOT ONLY THAT, WE ALSO MANUFACTURE A LARGE PART OF THE MATERIAL OF WHICH WALL PAPER IS MADE. A profit is paid to no one, and the small margin which is added to the cost of manufacturing is all that you have to pay us.

That is the reason we invite you to BE CONVINCED BY COMPARING OUR SAMPLES AND PRICES WITH ANY OTHERS IN AMERICA.

That is the reason why you will find our papers 25 per cent. to 30 per cent. cheaper to you.

For this reason some of our competitors may tell you that Potter's papers are cheap in quality. Such a person is either ignorant or unscrupulous, and he is trying to delude you. This statement is the resort of dealers who cannot meet our prices.

OUR METHODS of business must not be confused with other sample-book houses who ARE NOT MANUFACTURERS. OUR PATTERNS ARE ALWAYS IN STOCK. Remember that YOUR ORDERS WILL BE FILLED ON EVERY PATTERN IN OUR LINE UP TO THE END OF THE SEASON. You know what this means and you also know that there are no other sample books from which you can order with any confidence for more than half of the year without having your patterns substituted. POSITIVELY NO SUBSTITUTION.

We have started you off right, and now it is up to you to place our samples before your customers; they will do the rest. A house to house canvass will produce the best results.

When you requested our samples we assumed that they were wanted for the purpose of soliciting business, and therefore, our books costing us $3.00 a set, we, of course, expect a reasonable amount of business from every set which we send out, for this expense to us.

Do not forget that we are anxious to give you prompt attention at all times. We never hold an order; ALL GOODS ARE SHIPPED THE SAME DAY THE ORDER IS RECEIVED.

GENERAL INFORMATION

In 1895 we began to develop the idea of selling wall paper direct to the paperhanger by means of sample books, thereby furnishing him goods direct from the manufacturer, and saving him the jobber's and retailer's profit. Fair and square dealing has always been our policy, and to-day we can point out with pride to a phenomenally successful business conducted under methods which have made our customers our friends.

"OUR ERRORS ARE FEW AND FAR BETWEEN"

We have adopted every safeguard and precaution that can be devised to avoid errors in filling orders. Every roll of paper is double checked by expert clerks before being packed. Errors are an annoyance, delay and expense to every one concerned, and we strive to avoid them. When one has apparently been made, CHECK BACK YOUR SHIPMENT THE SECOND TIME to be sure that your count is perfectly correct, then write to us promptly. You will find that we will correct any mistake immediately, and if the fault is ours we assume all the expense of correcting it.

WHEN YOU RECEIVE THIS CATALOGUE DESTROY ALL PREVIOUS ONES.

Values of painters' and paperhangers' tools, paints, varnish, white lead are subject to unusual fluctuation of the market without notice to the purchaser. Our catalogues are issued early in JANUARY each year. Kindly PRESERVE this copy until JANUARY 1, 1908, when you will receive a NEW one with your sample books. WE GUARANTEE all goods to be EQUAL to the catalogue descriptions and sample book representations. If not found so, we will gladly exchange for other goods or refund the purchase price as you may direct.

IT IS OUR INTENTION to sell you painters' and paperhangers' tools, supplies and ready mixed paints at practically ACTUAL COST of production. We do not desire to make any profit out of this portion of our line, but wish to give our customers the saving we make on large purchases of sundries and in the manufacture of our justly celebrated ready mixed paints.

IN ORDER TO CONDUCT OUR BUSINESS in a SUCCESSFUL and MUTUALLY SATISFACTORY MANNER, we find it NECESSARY, both for YOUR protection and ours, to have CERTAIN RULES to govern our dealings. Therefore, with a view to PREVENT all MISUNDERSTANDING and errors, REQUEST your consideration of the following:

SHADE ALL PAPERS

Always shade the entire lot of wall paper for a room before hanging any part of it. It will occasionally avoid annoyance and loss.

The utmost care is taken in shading every pattern of our wall papers, but sometimes upon dark days it is possible for two shades to slip through without detection.

PARAGRAPH 1

REGULAR WALLS AND CEILINGS are sold by the SINGLE roll, and contain EIGHT LINEAL YARDS, 18 inches wide, equalling 36 square feet.

REGULAR BORDERS are sold by the SINGLE roll, and in the case of ONE-BAND BORDER, contain EIGHT LINEAL YARDS, 18 inches wide. In the case of TWO-BAND BORDER, one roll contains SIXTEEN LINEAL YARDS, 9 inches wide.

INGRAIN WALLS are sold by the SINGLE roll, EACH 5 1-3 yards long and 30 inches wide. INGRAINS are rolled in bolts containing THREE ROLLS so that the price of one bolt is three times the price of a SINGLE ROLL.

Burlaps are sold by the "roll only" (containing about 50 yards) at the prices quoted. If you desire to order in small quantities there will be an additional charge. Samples will be sent on application.

INGRAIN CEILINGS and BORDERS are figured in the same manner as REGULAR CEILING and BORDERS.

PARAGRAPH 2

BE CAREFUL to keep on hand a supply of ORDER BLANKS and follow the instructions implicity.

PARAGRAPH 3

Hereafter when your order has been filled and shipped the original order blank will be returned to you as an invoice. You will find a memo. on the back of it giving detailed information regarding the shipment.

If any correspondence of any nature whatsoever should arise regarding a shipment BE SURE TO RETURN with your letter your original order blank, otherwise proper attention can not be given it.

PARAGRAPH 4

ALWAYS USE ORDER BLANKS. ALL ORDERS received on ORDER BLANKS are handled and filled AT ONCE; orders made out on letter heads are put by themselves and handled afterwards. IN OUR RUSH, this MAY mean a DELAY in shipping, which WE as well as YOU WISH to OVERCOME. ORDER BLANKS AND RETURN ENVELOPES will ALWAYS be SUPPLIED UPON REQUEST.

PARAGRAPH 5

FILL out your orders VERY CAREFULLY, leaving NOTHING to be taken for granted. In our BUSY season we receive very many orders daily at EACH of our offices, which gives our clerks little time to figure out WHAT YOU MEAN, therefore express your wants plainly.

PARAGRAPH 6

In filling out your order, ALWAYS mention the ENTIRE SAMPLE NUMBERS. If any of the figures in sample book are imperfectly printed, by following the regular numerical order, you can easily determine what the figures should be.

PARAGRAPH 7

Figure up and put on ORDER BLANKS THE ROLLS REQUIRED, instead of giving dimensions of room. (See page 4 for rule.) WHEN ORDERING A BROKEN COMBINATION, call ATTENTION to the NUMBER which makes the break, when SPECIAL instructions will be given to the order clerks to FILL AS ORDERED.

PARAGRAPH 8

In case you wish a shipment made C. O. D. by express or by freight with draft attached to bill of lading, ALWAYS ADVISE through what EXPRESS OFFICE, BANK OR POST OFFICE we shall make draft. (Give full address.) The place the draft has been sent for collection is always written on back of original order blank returned to you.

PARAGRAPH 9

WE WILL GLADLY MAKE shipments to YOUR CUSTOMERS C. O. D. for any amount you may wish, and when returns have been made to us to give your account credit for amount of C. O. D. or remit to you direct if you so desire, the difference between the net cost of the goods and the amount of the C. O. D. BE SURE of the EXACT AMOUNT of the C. O. D., so that there will be no misunderstanding or delay in receiving goods. If you do not give the amount of C. O. D., shipment will go forward for the NET AMOUNT of bill.

We must insist upon a deposit upon all orders sent C. O. D., when the shipment contains White Lead, etc. These goods are sold at a loss to us, and are handled by us simply as a matter of accommodation to our agents.

PARAGRAPH 10

All express orders are shipped THE SAME day received, and also ALL FREIGHT orders, except those received in afternoon mails. So if you do not receive an invoice after a reasonable time has elapsed, write and enclose an order plainly marked "DUPLICATE," as it may be possible the first one never reached us. If we did receive the first one, and an invoice has been sent to you showing that the order has been shipped, do not blame us when goods are not promptly received, as the delay, if any occurs, should be charged to the transportation company. NOTIFY us if there is any delay and we will TRACE BY WIRE AT ONCE.

PARAGRAPH 11

TO SAVE TIME and COST always enclose DRAFT, POST OFFICE OR EXPRESS MONEY ORDER with EACH ORDER.

PARAGRAPH 12

SMALL ORDERS will be shipped by EXPRESS and LARGE ones by FREIGHT, unless OTHERWISE instructed.

PARAGRAPH 13

ON THE BACK of each SIDEWALL pattern in the sample book, you will find the SIZE OF BORDER given. This is the ONLY MATCHED border made for this combination. If you want a border of a DIFFERENT WIDTH than the sample shown, please make your OWN selection to AVOID a misundestanding, EXCEPT in cases where the sample book states that we carry TWO WIDTHS.

PARAGRAPH 14

WHEN ORDERING A FEW rolls to HELP FILL OUT some paper already on hand, ALWAYS send sample so you will be sure of getting exactly the same shade in the ground as that you wish to match.

PARAGRAPH 15

IF YOUR SHIPMENTS GO BY FREIGHT, if possible order enough to make 100 POUNDS, as the freight charges will be NO MORE than for a less quantity. You can sometimes BUNCH two or three orders.

PARAGRAPH 16

In no case should goods be returned without first writing to us and awaiting reply before shipment.
If goods are to be returned through some fault of ours you will not be expected to stand any of the expense.

RULES FOR MEASURING A ROOM

BORDER

Measure all around the rooms in YARDS; divide by 8 for 18-inch border and by 16 for 9-inch border. Result will be number of single rolls required.

WALLS

Measure all around the room in FEET. Multiply by height from base-board up and divide by 36. Result will be number of single rolls required.
Pay no attention to doors or windows.

CEILING

Multiply length of room by width in FEET and divide by 30. Result will be number of single rolls required.

PASTING AND TRIMMING

After having cut enough paper for either side wall or ceiling, turn the paper over on your table, face downward; apply the paste evenly over the surface of top strip, and fold both ends over towards the center so that they meet, keeping the edges of strip even.
You then have a full strip of paper before you on the table, pasted and folded together, which can be trimmed two thicknesses at once, either with shears or with a knife, and straight edge. The great advantage of pasting paper before trimming is that the outside of your paper can easily be kept clean and free from paste, and also that the paste will be evenly distributed clear up to the edge of the paper.
If the paper is extra heavy, and your walls are even and smooth, both edges of paper can be trimmed with a knife and straight edge and a strip of paper butted upon the wall to the preceeding strip so that they meet, but do not lap over. A good piece of work cannot be done in this way except with a knife and straight edge.

PREPARED WALLS

The cleaner and smoother condition the walls are in the better the work will look when finished. This is especially so of the patterns that have the ground coloring only partly covered by the pattern and in making selections it is often well to examine the condition of the walls, and if they are rough and uneven, or covered with a number of thicknesses of paper that you do not wish to remove, choose a pattern that is well covered.

NEW WALLS

If the house is new or the walls have never been papered, they should be gone over with a thin coat of size. Wash off all calcimine or whitewash before sizing.

If you are willing to go to the trouble and want the best work done, remove all old paper, and sand paper the wall to remove all bits of paper that may be left.

ROUGH PLASTER

If the walls are rough plastered, or have not been putty coated, rub off the projecting grains of sand with a flat block of wood, and if very bad, apply thin paste directly to the walls, and let dry before papering.

WOODEN PARTITIONS

Wooden partitions or ceilings should be covered with cheese cloth tacked at the edges. The row of tacks at the corners and around the casings should be about two inches from the same, and the ends of the cloth pasted down, then apply thoroughly a coat of a little stronger size which will shrink the cloth tight to the walls.

PAINTED WALLS

If the walls have been painted, go over them with a thin coat of ammonia water, one part ammonia and six parts water.

In removing old paper, or in cleaning or sizing the walls, be careful to do it thoroughly around the base-board and casings to avoid the paper from curling up at the ends.

TO MAKE A BUCKET OF SIZE

Soak one pound of glue over night in cold water; pour in twelve quarts of hot water and add a tablespoonful of powdered alum.

NOTICE

ALL BOXES, BARRELS, ETC., USED FOR PACKING GOODS, SUCH AS VARNISH, PAINT, ETC., WILL BE CHARGED FOR AT ACTUAL COST PRICE.

POTTER WALL PAPER MILLS

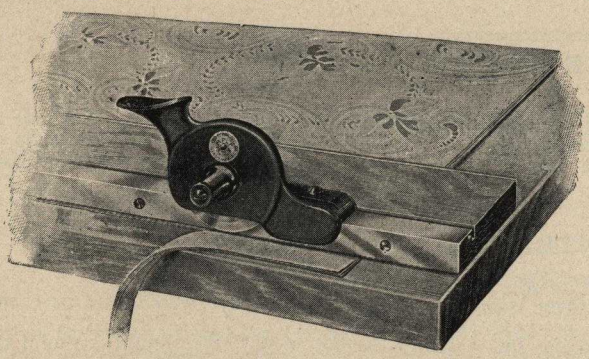
SIMPLEX TRIMMER

In adopting the Simplex Trimmer, we believe that we have adopted the best and simplest trimmer on the market to-day, being lighter and stronger than any other, since every part (except the main frame proper), even to the smallest screw, is made of steel and hardened; which construction, makes years of wear practically imperceptible and insures its cutting true to the straight edge at all times.

By means of the fulcrum we obtain more than double the leverage obtained by any other trimmer and enables one to cut with the greatest ease, and least pressure, heavier material than was ever put on a wall.

There is practically no friction of our trimmer on the straight edge when cutting, there being two points of contact covering a surface of but one-eighth of an inch.

It adheres closely to the straight edge under all conditions, and cannot drop, slide or shake off, remaining always where it is left or set regardless of the position of the straight edge, and yet can be instantly removed when desired.



Trimmers are highly polished, and nickle plated, and packed in a neat card-board box.

A complete outfit consists of one trimmer, one straight edge and one 3-inch zinc strip.

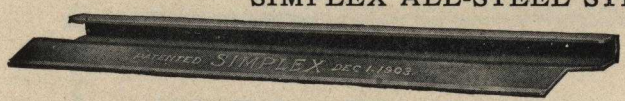
	Each.
Price, 6-foot, Outfit, complete.....	$7.00
Price, 7-foot Outfit, complete.....	7.50
Price, Trimmer only.....	4.50
Price, Trimmer blade only.....	.80

SIMPLEX STRAIGHT EDGES

Price, 6-foot Straight Edge only.
Brass bound all sides..... $3.25

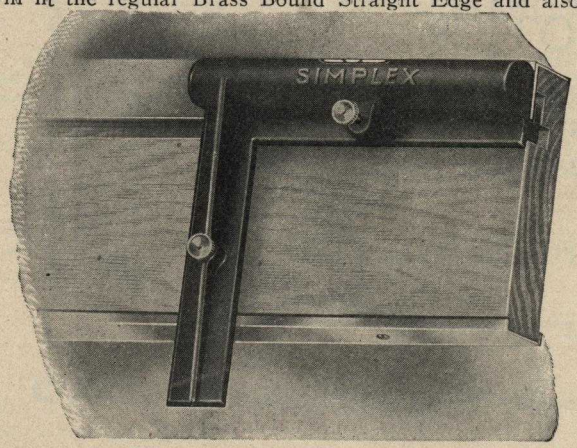
Price, 7-foot Straight Edge only.
Brass bound all sides..... 3.80

SIMPLEX ALL-STEEL STRAIGHT EDGES



Price, 6-foot Straight Edge, all steel. $5.20
Price, 7-foot Straight Edge, all steel. 6.00

All the Simplex Trimmer Outfits are interchangeable, also the separate parts. The Simplex Trimmer will fit the regular Brass Bound Straight Edge and also the All-Steel Straight Edge.



SIMPLEX COMBINED PLUMB AND LEVEL

Like the Simplex Trimmer, when applied to the Straight Edge, will not drop, slide or shake off. By its use a perfect plumb or level line can be obtained in any place without an assistant. Made entirely of bronze and will not break if accidentally dropped on the floor. It is indispensable in handling crown effects, two-third work and putting up mouldings and plate rails.

Size 3x3¼ inch. Weight 3 oz..... $1.50

PAPER HANGERS' TOOLS.

DOUBLE EDGE WAUKEGAN "D" TRIMMER

GEARED AT CRANK. Each turn of the crank trims 18 inches of paper on both edges at once, or trims and splits borders.

Price $20.00

WAUKEGAN "A" TRIMMER

GEARED HIGH SPEED. Each turn of crank trims 18 inches of paper on either edge without change, and will trim second edge if desired.

Price $16.00

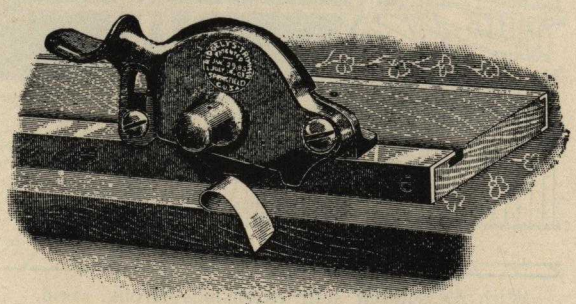
WAUKEGAN "B" TRIMMER

Same as above, with but one pair of feeding guides, which can be shifted.

Price $15.00

RIDGELY'S IDEAL TRIMMER

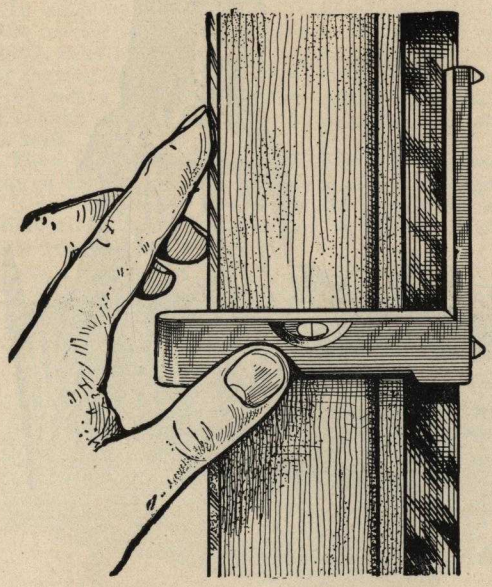
Many valuable improvements this year. Leverage increased six times over old trimmer. Will easily cut burlaps and all heavy goods. No adjustments necessary after sharpening blade. Will cut absolutely true. Blade runs with no friction. The straight edge is brass bound, the front edge having an angle brass to prevent warping and guide the cutter when in use. The handle of the cutter projects horizontally.



Knife, Zinc and Straight Edge, Price each.....6 ft., $7.50; 7 ft. $8.00
Straight Edge only. Price each.....6 ft., $3.50; 7 ft. 4.00
Zinc Strips. Price each..... .50
Knife only. Price each..... .80

Trimmer only, Price each, $4. Only until stock is exhausted.

PAPER-HANGER'S PLUMB AND LEVEL



STRAIGHT EDGES

No. 5. 7-piece Straight Edge, 7 ft. Price..... $1.40

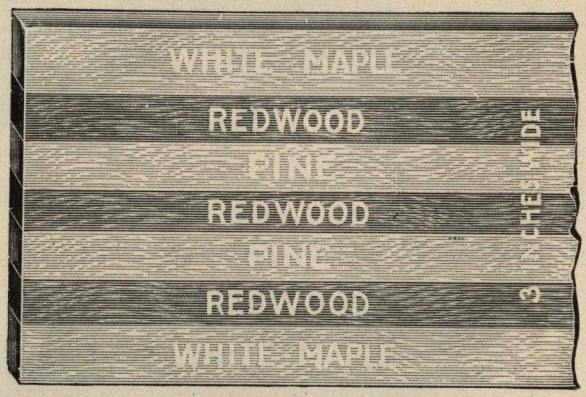
No. 5½. 7-piece Straight Edge, brass bound, 7 ft. Price..... $4.50

No. 6. 5-piece Straight Edge, 7 ft. Price..... $1.10

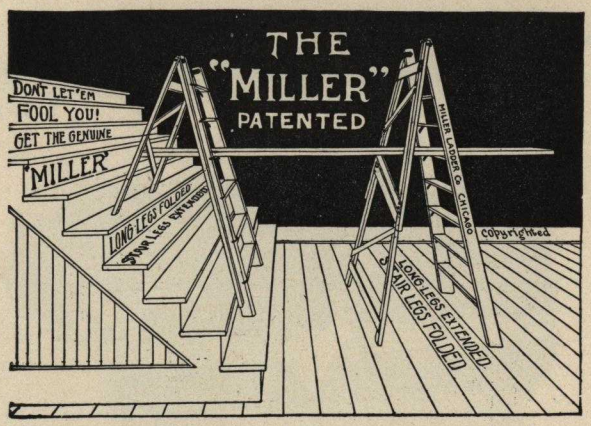
RIDGELY'S PLUMB LEVEL

A plumb level obtained instantly from any place on anywhere. Indispensable for hanging crown effects and two-third work and putting up plate rail. Weight, 4 oz., highly nickel plated. Packed in nice box.

Price each, $2.20
While They Last.



MILLER'S PATENT STEP LADDERS



With or without stair extension—strong, rigid, enduring. Every ladder guaranteed to be stronger than any other ladder in the market. Each step is double braced with flat steel. With proper care this ladder should last a lifetime.

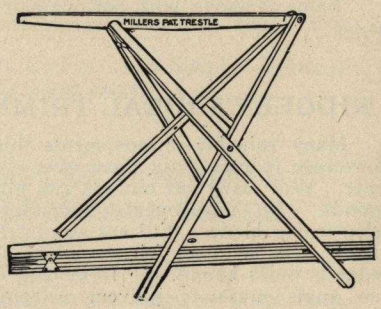
6-foot. Price..... $2.80

7-foot. Price..... 3.30

8-foot. Price..... 3.80

Stair Attachment, $1.00 extra.

MILLER'S PATENT FOLDING PAPER-HANGER'S TRESTLE

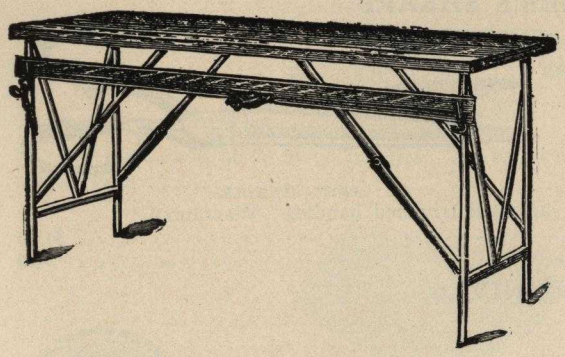


First Grade.

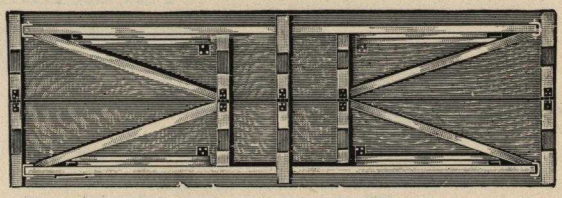
These trestles are an indispensable part of a workman's kit. They are carefully made from selected maple; fold as closely as the wood grows, and are trimmed with brass hinges and spreaders. Weight, per pair, 4¼ lbs.

Price, per pair..... $2.50

PAPER-HANGER'S FOLDING PASTE TABLES



Open.



Sectional View.

Closed.

The lightest and most substantial on the market; also space and hooks for carrying straight edge and tools, 7 feet long, 23 inches open, 11½ inches closed.

Price, each..... $6.00
With 4-inch zinc strip. Price each..... 7.00

Our Leader Extension Ladders

Rails made of clear and select hard pine and turned hardwood rungs. Each rung secured by a long casing nail, which prevents spreading apart. The most practical method ever devised.

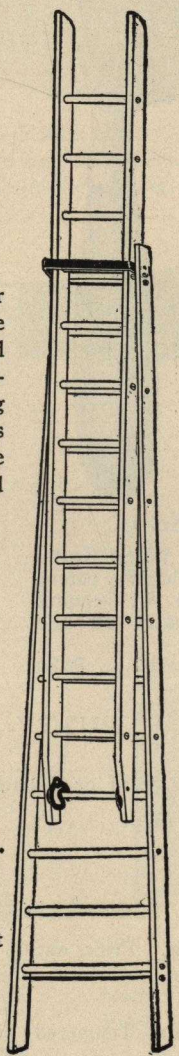
PRICE

Top or Bottom Sections.

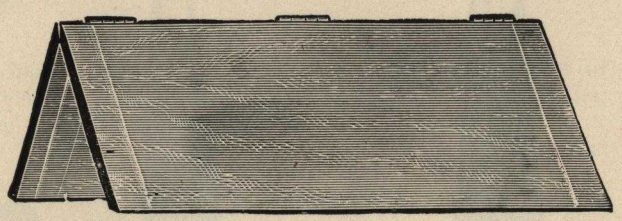
16 feet each,
or 18 feet each,
or 20 feet each.

$0.30 per foot

These prices subject to change. Obtain Quotations.



PASTE BOARDS

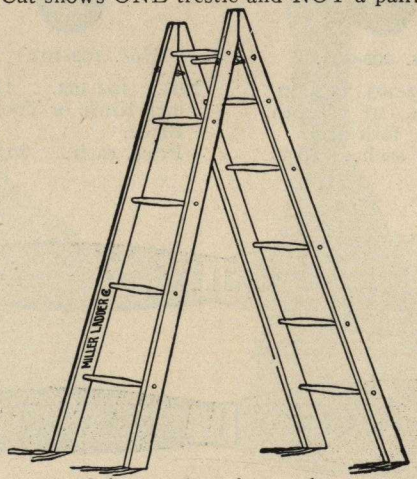


6 and 7 feet long, 23 inches wide, 11½ inches closed. Made of white wood with four battens, three brass hinges; weight about 10 pounds.

Price, each..... 6 ft., $1.90; 7 ft., $2.00
With 4-inch zinc strip..... 6 ft., $2.40; 7 ft., $2.60

PAINTER'S TRESTLE

(Cut shows ONE trestle and NOT a pair.)

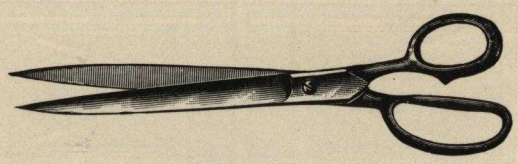


8-foot and 12-foot only.

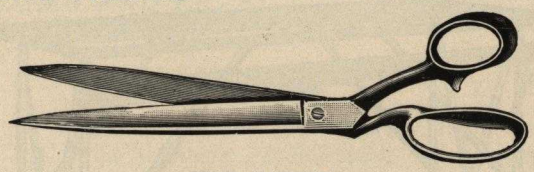
Hard Pine stiles and turned hardwood rungs. Hinged with wrought iron eye bolts.

Price, 8 foot, each..... $4.00
Price, 12 foot, each..... 5.50

PAPER-HANGER'S SHEARS



STRAIGHT HANDLE.

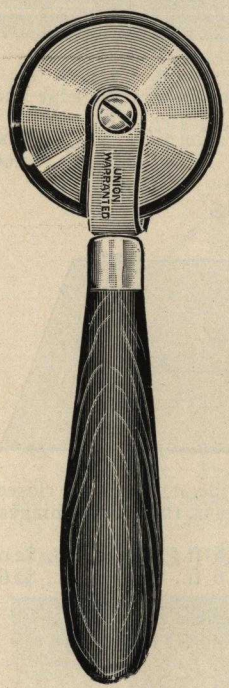


BENT HANDLE.

The best shears made. Straight or bent japanned trimmed handles. Warranted.

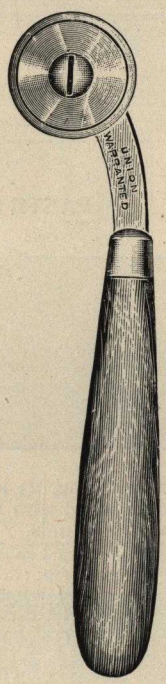
Entire length, 12 inches. Per pair..... $1.50
Entire length, 14 inches. Per pair..... 2.00

ROTARY KNIVES



Nos. 202-203.

Nos. 202-203. 1¾ in. Knife or Tooth Blade, fork arm. Price, each... $0.56

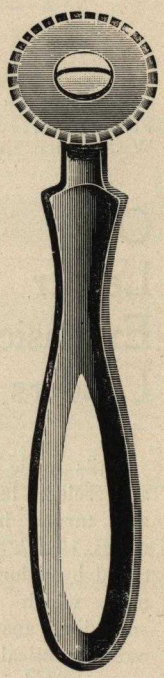


Nos. 102-103.

Nos. 102-103. 1¾ inch Knife or Tooth Blade. Price, each... $0.50

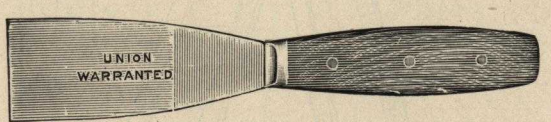
No. 13.

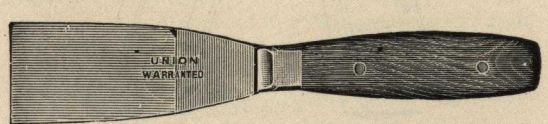
No. 13. Wheel Knife, wood handle, patent device for keeping the paste off the knife. Price, each..... $0.80

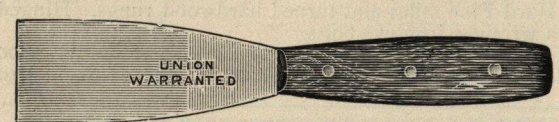


No. 9.

No. 9. Base trimmer, serrated, teeth, cut both sides of blade. Iron handles. Price, each... $0.40





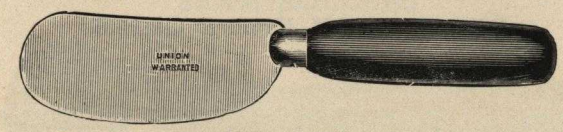


PUTTY KNIVES

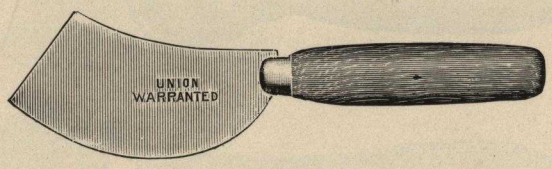
No. 824. Stiff or Elastic Blade, 3½x1¼ inches. Price each..... $0.24

No. 825. Stiff or Elastic Blade, 3½x1¼ in. Long Ferrule. Price, each..... $0.30

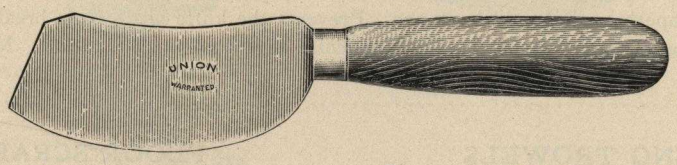
No. 1310. Tempered steel blades, beechwood handle. Price, each..... $0.20



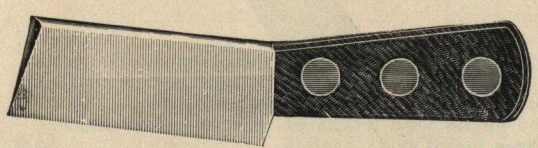
No. 2. Round blade wood handles. No better knife made.
Price, each..... $0.28



No. 3. Square blade, wood handles. No better knife made.
Price, each..... $0.28

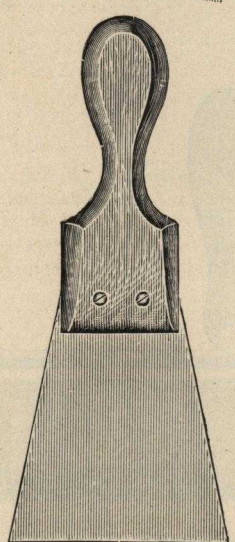


No. 508. Extra large blades, sizes 3½x1½ inches. Extra large handles, 4 inches long. Blades of the highest grade crucible tool steel, perfectly tempered. Brass ferrules and polished beechwood handles. Square Blade only. A knife for cutting burlap and all other heavy papers.
Price, each..... $0.50

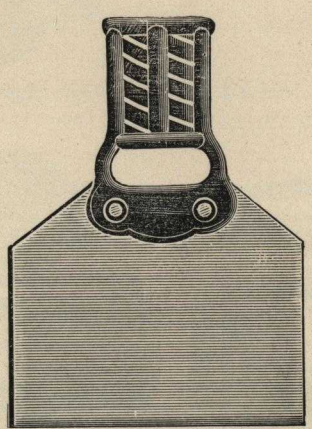


HACKING KNIVES

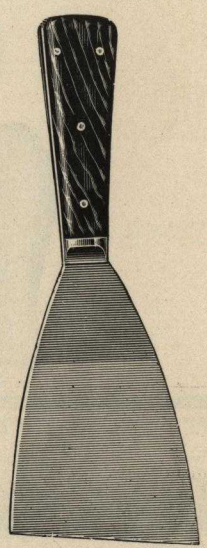
No. 1037. Leather covered handles, riveted.
Price, each..... $0.50



HAND SCRAPING KNIFE.
Hand scraping knife, polished steel blades bevel edge, 3 inches wide.
Price, each..... $0.20

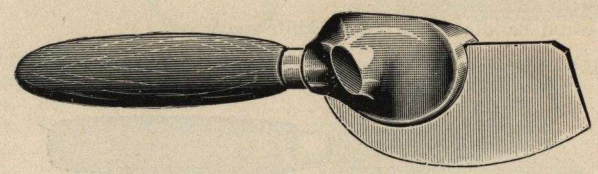


SOCKET OR POLE SCRAPER.
Socket or pole scrapers, polished steel blades, bevel edge, 4 inches wide.
Price, each..... $0.40



No. 36. Clipped or square blades, 3 inches wide.
Price, each..... $0.60
3½ inches wide, each. .70

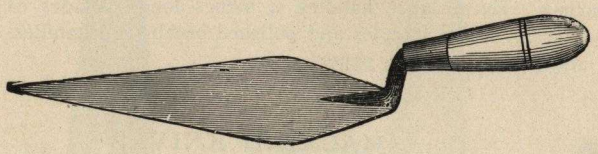
PERFECTION KNIFE GRIPS



No. 96. Every paperhanger should have one. Prevents the knife blade from breaking, and saves the fingers from cramping or tiring the hand. Fits any knife as shown in illustration. Made of Aluminum, and cannot wear out.

Price, each..... $0.50

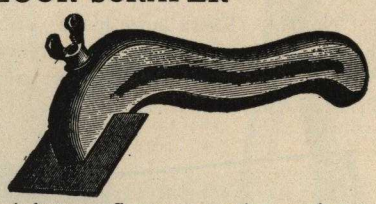
POINTING TROWELS



No. 39. 3-inch. Price, each.....$0.44

No. 40. 4½-inch. Price, each..... 0.54

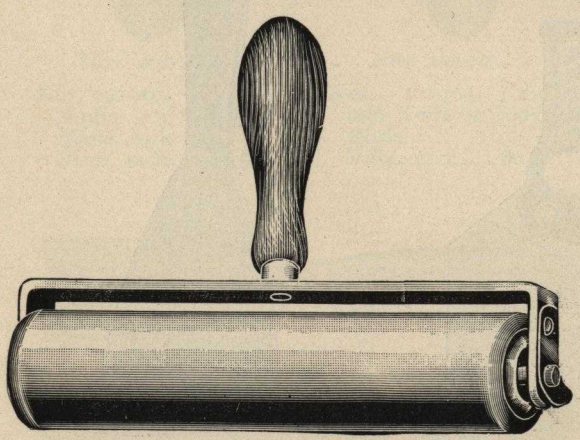
FLOOR SCRAPER



The most satisfactory Scraper on the market. Best steel blade, easily sharpened, reaches corners and angles with less labor than any other made.

Three inches wide, each..... $0.70

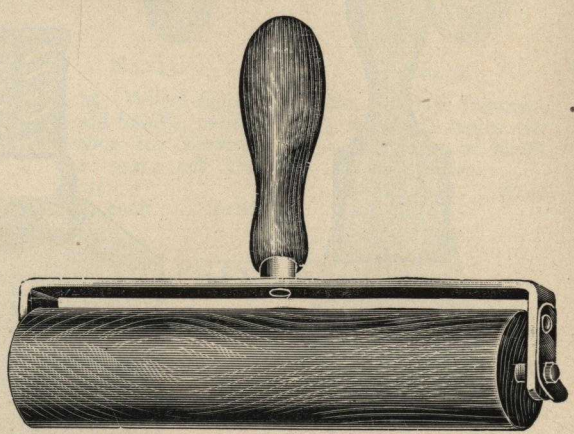
SMOOTHING ROLLERS



FELT COVERED.

Our felt covered rollers are covered with six-ply canton flannel and made with removable ferrule so that the cambric cover can be replaced. Packed one in a box.

No. 205. 8-inch Face. Price, each..... $1.00



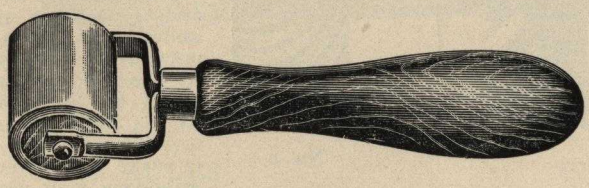
MAPLE WOOD ROLLER.

No. 16. Maple wood roller, 8 inches wide, made of solid maple.

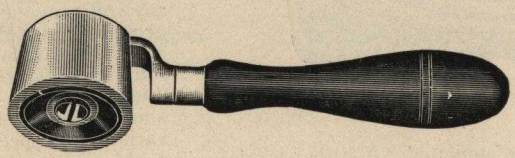
Price, each..... $0.70

SEAM ROLLERS

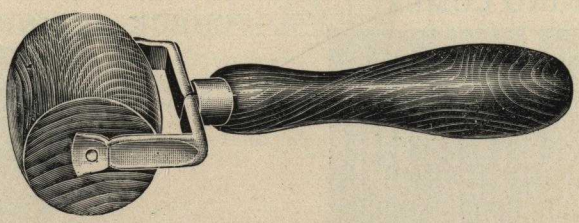
No. 22. Oval face, 1¼ inch wide; hardwood cores, polished handles.
Price, each..... $0.30



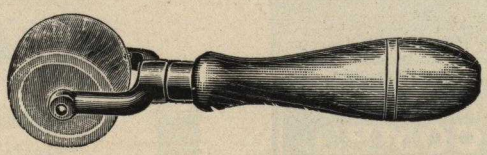
No. 24. Rubber covered, 1¼ inch face.
Price, each..... $0.30



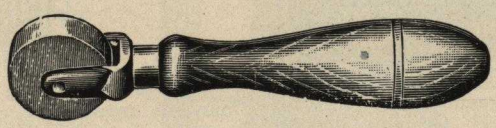
No. 25. Side arm roller, hardwood wheel, indispensable for rolling around base boards, corners, and casings.
Price, each..... $0.70



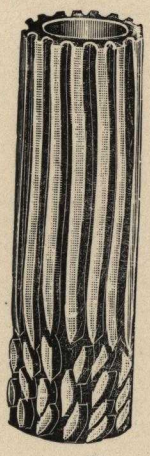
No. 23. Double arm, 2-inch maple roller; oval or flat face, polished handles.
Price, each..... $0.30



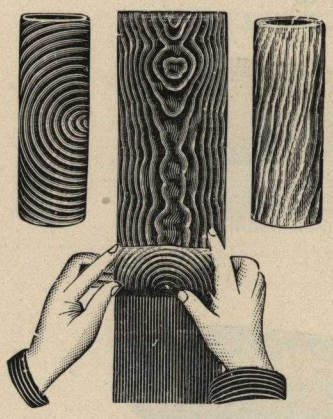
No. 26. 1¼ inch Smoothing Roller. Heavy nickel frame, celluloid covered.
Price, each..... $0.70



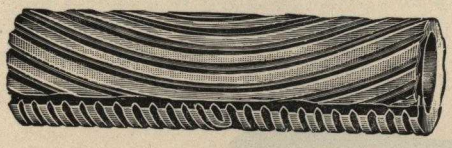
No. 270. Solid Zylonite ivory seam Roller, ½-inch face. Preferred by many paper hangers for feather edge work. Will not gloss the most delicate goods.
Price, each..... $0.80



N. 1.



No. 2.



No. 3.

DIRECTIONS

THE WONDER GRAINING ROLLS

THE WONDER GRAINING ROLLS consist of three separate rolls, one being a combination roll with combs attached and is used to imitate any known natural growth of timber. The advantage of the combs is to finish archer growths on wide surfaces and to do all combing.

The second roll is of raised rib design and is used for quarter sawed effects in imitation of natural woods. None of our previous sets have this roll.

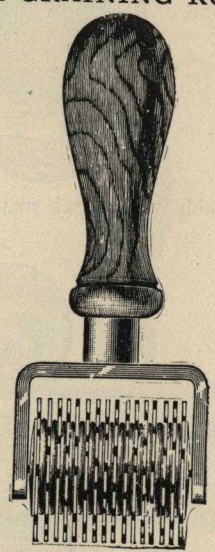
The third roll is an additional new roll added to THE WONDER GRAINING ROLL SET. It is of semi-circle design, covering entire roll, and enables the painter to make large effects such as walnut and mahogany with perfect ease and in exact imitation so it cannot be distinguished from the natural woods.

These large effects cannot be made with any roll previously put on the market. For growths put color on surface, brushing it well. Spread fingers across face of roll to equalize pressure throughout its width and then gradually draw over surface and simultaneously rotate the roll slowly. By variation of speed and direction of rotation, all kinds of "growths" can be similated. A little practice will enable you to manipulate the roll to produce radically different effects. For combing apply either of the three combs desired and draw over the surface. Price, per set of three rollers..... $3.00
If sold separately, order by number. Price, each..... $1.20

STEEL GRAINING COMBS

No. 79. The imported genuine "Union Warranted" Sheffield, blue Steel Graining Combs. Famed for excellence. Every comb branded "Union Warranted" Sheffield. Packed in sets in tin cases.
Price, per set of 1 dozen assorted..... $2.00

CHECK GRAINING ROLLERS



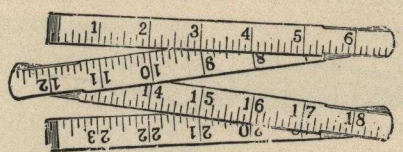
The pieces forming the roll are zinc, which are movable around the axle, thus making a constant variety of grain. The zinc circles are held apart and in proper position by brass rings and will adjust themselves to almost any surface. Roll is two inches wide. Price, each..... $1.30

GLASS CUTTERS

No. 200. A cheap tool for ordinary work.
Price, each..... $0.10

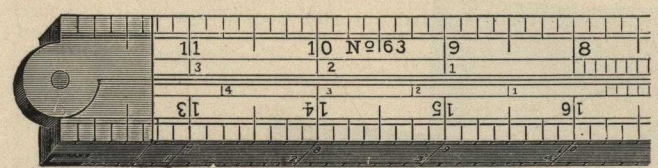
No. 201. Cast heads, black enamelled handles, carbonized discs.
Price, each..... $0.15

SPRING JOINT RULES



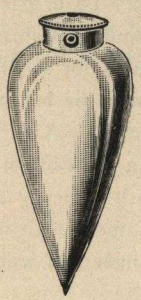
No. 25. The most convenient pocket folding measure made. Length, 3 foot only. Price, each.... $0.48

POCKET RULES



No. 61. 2-foot four fold, half brass bound.
Price, each $0.56

PLUMB BOBS



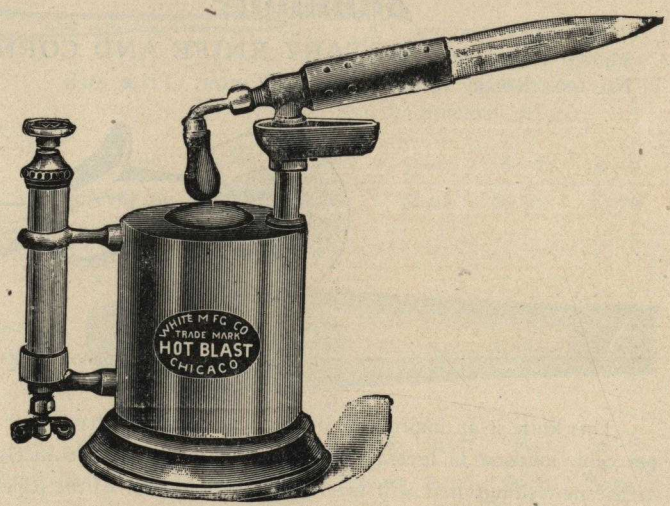
No. 39. Nickle-plated.
Price, each..... $0.38

BLOW TORCHES

We take pleasure in announcing that we now carry in stock the celebrated HOT BLAST blow torch which has a wide reputation for its excellence. Everyone is guaranteed to give satisfaction.

No. 60. IMPERIAL. This torch is designed especially for burning paint, thawing pipes, etc., and has been favorably known to the trade for ten years. Generates 1,500 degrees F. from a solid blue flame. Will burn in any position and not blow out. Capacity, one quart consumes ½ pint per hour at full blast, weight about 3 lbs.

Price, each..... $5.00

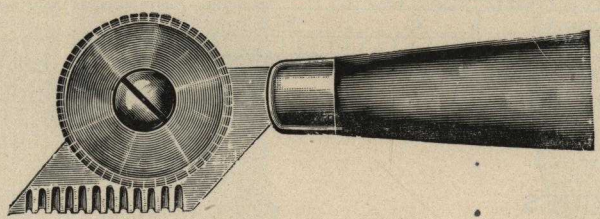


HOW TO PRESERVE BRUSHES

Brushes should be kept as near the floor as possible and always in a cool or damp place, heat will shrink the wood and cause the brush, no matter how good it is, to shed bristles. Do not imagine because a few loose hairs are in a brush that it is not good. A careful person will get these out before using the brush.

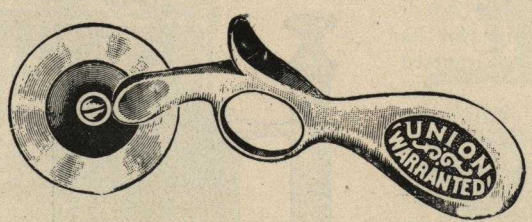
One of the most important items is to swell a new brush, but never under any circumstances place the bristles of a new brush in water, as they will always work flabby, and, if they are of a superior quality, they will almost always twist. Also place brushes in water with the handle down, allowing the water to come half way on the ferrule. This will cause the handle to swell without destroying the elasticity of the bristles. Old paint brushes should be treated in the same manner when they have become dried.

Paint brushes that have been used can be preserved by suspending them in water and allowing the water to cover the bristles only, not the handle. Any method may be used whereby these conditions may be observed. To prepare brushes for storing, they had best be washed in turpentine and then in warm soap suds, and then stored in a cool place. Varnish brushes should never be immersed in water. The same operation for swelling may be used for varnish brushes, but in no case should the bristles ever touch water whether the brush be old or new. They are preserved by suspending them in raw Linseed Oil when not in use. A varnish brush should never be used for any other purpose except for varnishing, nor should a paint brush ever be used for varnishing, as nothing will result excepting a poor job. To place a brush in newly slacked lime will destroy the bristles and completely ruin the brush. When not in use, if Camel's Hair and Finch brushes are rinsed in turpentine and washed in warm soap suds, they will last longer and work better. After this operation is completed, suspend them in raw linseed oil.



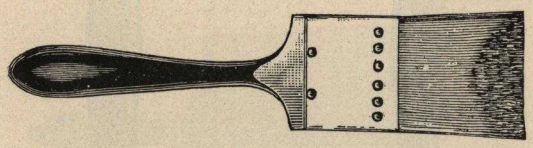
ROTARY KNIFE AND CORNER CUTTER

No. 100. Rotary Knife and Corner Cutter. Price each..... $0.70



No. 450. NEW SIMPLEX KNIFE

This knife is an improvement over any which we have ever handled in the past, you have at least 20 per cent. increase in leverage. The handle fits the hand nicely and we know for a certainity it is one of the new things that will meet with the approval of the paper hanger. Price, each..... $1.40



WANG CHISELLED VARNISH

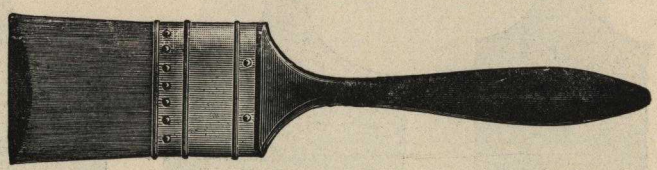
Best Chinese bristles. Yellow polished handles.

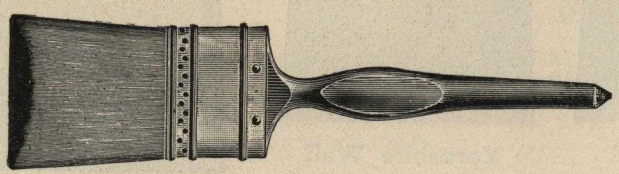
	Each.
1 -inch	$0.14
1½-inch	0.18
2 -inch	0.24

FUDGE VARNISH

A new brush, low in price. Metal bound, polished handles. Black Chinese bristles.

1 -inch	Price, each.	$0.20
1½-inch	Price, each.	0.28
2 -inch	Price, each.	0.38
2½-inch	Price, each.	0.48
3 -inch	Price, each.	0.56





X X X CHINESE VARNISH

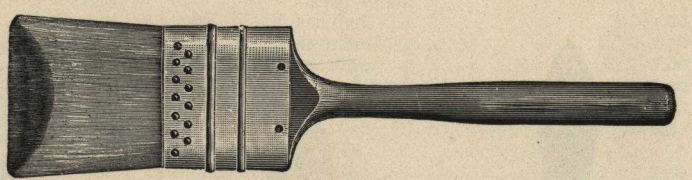
Best selected Chinese bristles, brass bound, car and panel handles.

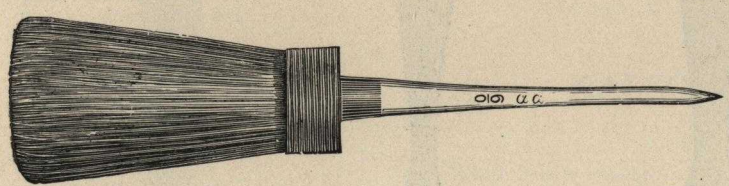
	Each.
1 -inch	$0.26
1½-inch	0.36
2 -inch	0.54
2½-inch	0.80

Eldorado Varnish

Standard cedar handles. Tin bound. Best selected white French bristles. Specially adapted for enamel work.

	Each.
1 inch	$0.30
1½ inch	0.46
2 inch	0.66
2½ inch	0.82





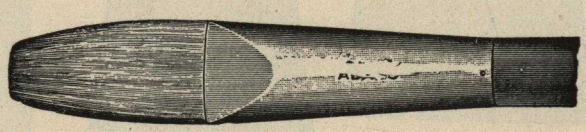
EX. EX. GLOSS ROUND PAINT BRUSHES

A superior long white bristle, wire bound, pound brush. A high-grade tool for the practical painter.

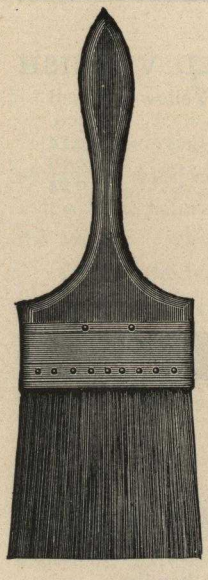
	4—0	5—0	6—0	7—0	8—0	9—0
Price, each	$1.90	$2.30	$2.50	$2.90	$3.60	$3.70

FITCHES

For cutting-in work. Painters will appreciate this white bristle, metal bound, polished handled tool.



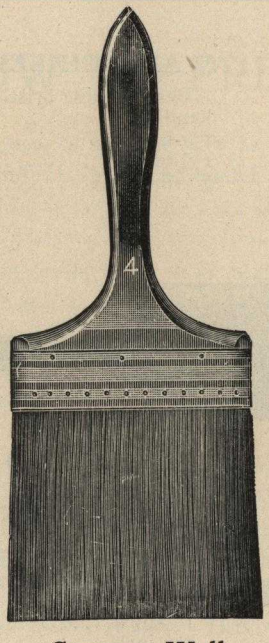
	½	⅝	¾	⅞	1	1⅛	1¼	1½	2
Price, each	$0.10	$0.12	$0.14	$0.16	$0.18	$0.22	$0.26	$0.32	$0.54



Yeddo Wall

Nickel bound, black Chinese bristles. A medium brush for general use.

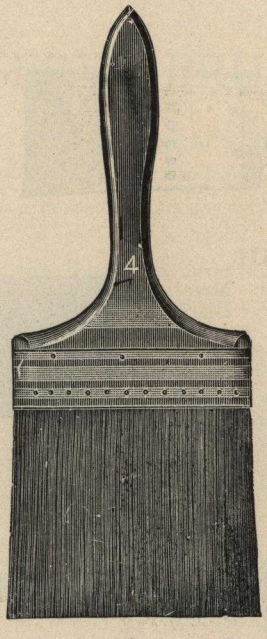
3½ inch, each.... .56
4 inch, each.... .74



Crescent Wall

Nickel bound, black bristles. A superior brush adapted to many uses.

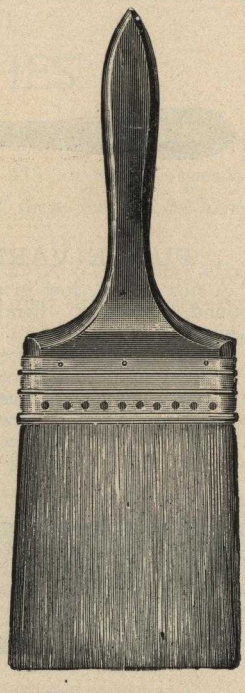
3 inch, each.... .56
3½ inch, each.... .70
4 inch, each.... .88
4½ inch, each....1.10



Yorkshire Wall

Nickel bound, black Chinese bristles. A painters' tool for first-class work. None better.

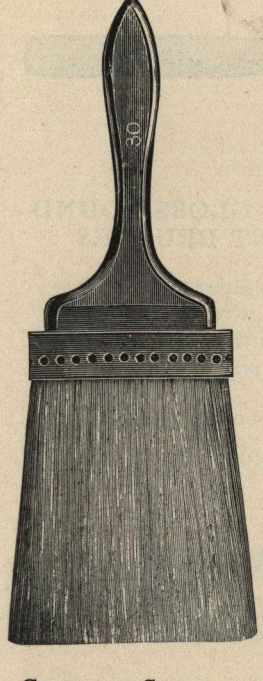
3½ inch, each.... .98
4 inch, each....1.26
4½ inch, each....1.76



Wang Wall

Brass bound, black Chinese bristles. Made on very thick handles with bands to match. The fullest and most practical metal bound tool for painters. Manufactured for us especially.

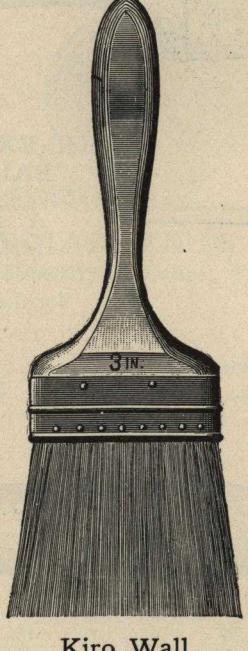
3½ inch, each....1.86
4 inch, each....2.24
4½ inch, each....2.70



Crescent Stucco

Leather bound, best black Chinese bristles. A good practical tool.

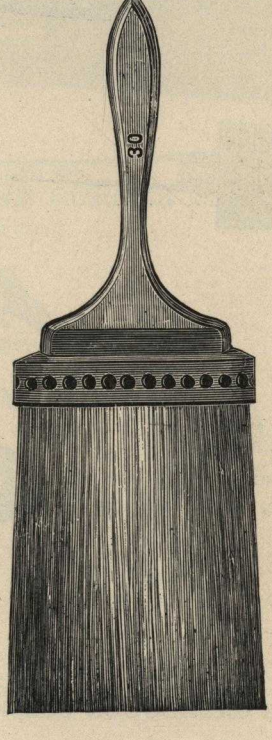
No. 30. 3½ inch.
Each.... 1.44
No. 35. 4 inch.
Each.... 1.90



Kiro Wall

Nickel bound, black Chinese bristles. A good cheap brush.

3 inch, each.... .30
3½ inch, each.... .40
4 inch, each.... .50

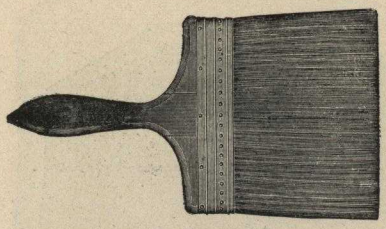


Kingston Stucco

Leather bound, white Russian bristles. Our best Stucco.

No. 30. 3½ inch.
Each.... 1.98
No. 35. 4. inch.
Each ... 2.44

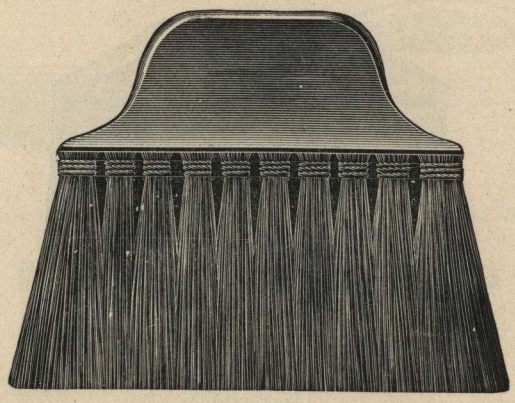
PASTE BRUSHES



KEYSTONE P. H. PASTE

7-inch all gray Russian bristles, zinc binding. A new and attractive tool.

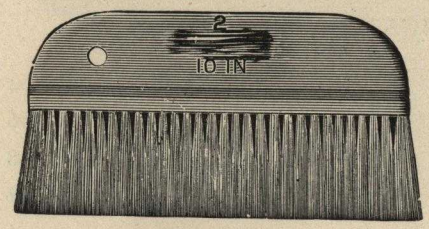
Each..... $2.76

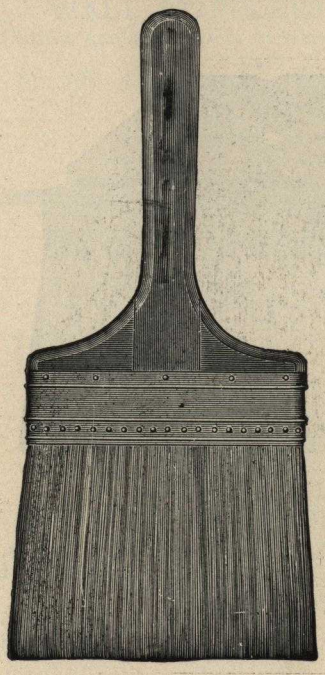


EMPIRE PASTE

Tied with twine and heavy copper wire on shoul der blocks. The popular tool with paperhangers generally.

8-knot Empire gray Russian bristles, each..... $2.14
9-knot Empire gray Russian bristles, each..... 2.50
10-knot Empire gray Russian bristles, each..... 2.74





SMOOTHING BRUSHES

	Two-Row.	Wire Drawn.
10-inch, black bristle		$1.00
12-inch, black bristles		1.30
14-inch black bristles		1.60
10-inch gray (extra Russian)		1.00
12-inch, gray (extra Russian)		1.40
10-inch, white bristles		1.20
12-inch, white bristles		1.50
14-inch, white bristle		1.80
10-inch, X X Long, yellow Russia bristle		2.00
12-inch, X X Long, yellow Russia bristle		2.50
14-inch, X X Long, yellow Russia bristle		3.00

KALSOMINE BRUSHES

POPULAR

White bristle casing.

6-inch, each..... $0.80 7-inch, each..... $1.00

STANDARD

Brass bound, white Okatka bristles, extra long and heavy.

7-inch, each..... $.500 8-inch, each..... $6.40

GRAY ROYAL

Made of gray Russia bristles, brass bound.

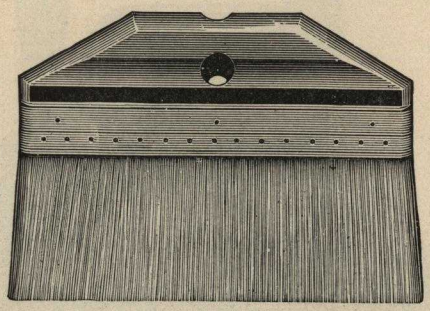
7-inch, each..... $2.66 8-inch, each..... $3.58

EX. EX. EX.

Brass bound, white Okatka bristles, extra long and heavy. Our best brush.

7-inch, each..... $5.50 8-inch, each..... $7.00

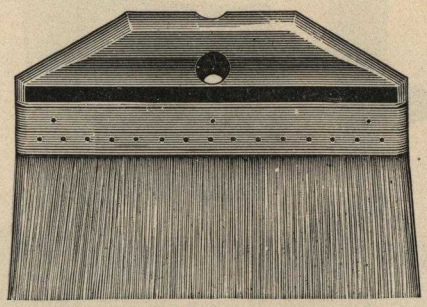
WHITEWASH BRUSHES



C. C. KINGSTON WHITEWASH

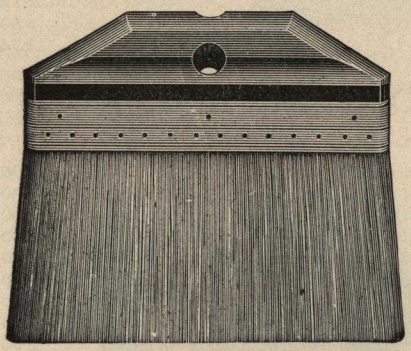
Metal bound, black Chinese bristle casing, mixed black middle.

7-inch	Each	$0.40
8-inch	Each	0.50
9-inch	Each	0.60



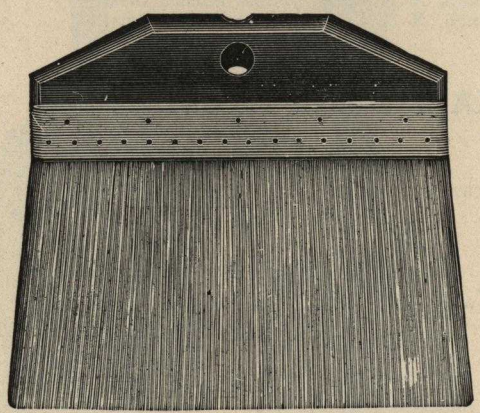
M. KINGSTON WHITEWASH

7-inch metal bound, all white bristles. Price, each	$0.64
8-inch, metal bound, all white bristles. price, each	0.82
9-inch metal bound, all white bristles. Price, each	1.16



A. B. KINGSTON WHITEWASH

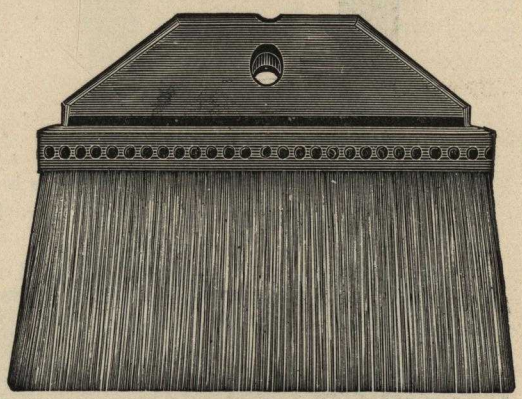
6-inch	Price, each	$0.64
7-inch	Price, each	0.76
8-inch	Price, each	0.98
9-inch	Price, each	1.28



W. W. ECLIPSE WHITEWASH

Brass bound, white Okatka bristles, very long and full.

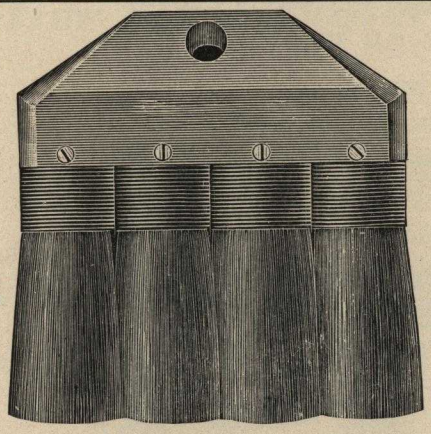
8-inch, metal bound	Price, each	$2.46
8½-inch, metal bound	Price, each	3.68
9-inch, metal bound	Price, each	5.16



LEATHER BOUND EX. EX. WHITEWASH BRUSHES

This is our very best brush—finest white bristles, grey centre. Extra full stock, heavy in weight of bristle. No better brush made.

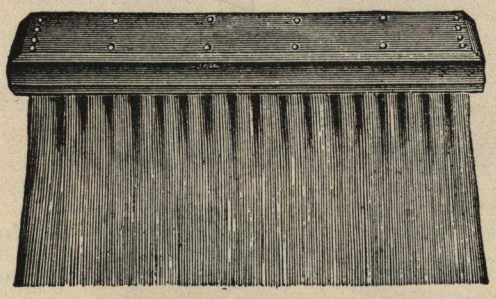
8-inch	Price, each	$5.56
9-inch	Price, each	7.78



No. 101 OVAL ROOF BRUSHES

Middle gray mixed stock; gray Russia bristles outside.

2 ferrules.....Price, each, $1.20
3 ferrules.....Price, each. 1.50



WALL STIPPLERS' BRUSHES

Extra quality; Russia bristles; wire drawn; cross grain stripes in blocks.

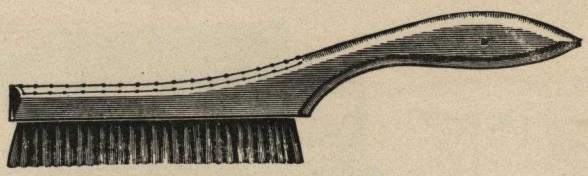
No. 218. 3½x8¼, gray.....Price, each. $3.74

GLUE BRUSHES

Iron Handles

No.	White Bristles. Diam.	Nickel Bound. Length.	Each.
4	1 inch	2¼ inch.....	$0.60
6	1½ inch	2⅝ inch.....	0.96

WIRE BRUSHES

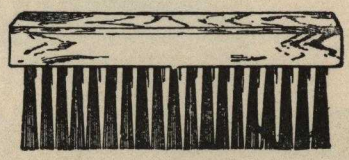


Wire Rubbing Brush, for general use.

No. 132. Price, each..... $0.80

No. 110. Suited for ornamental surfaces, corners, etc.

Price, each..... 0.50

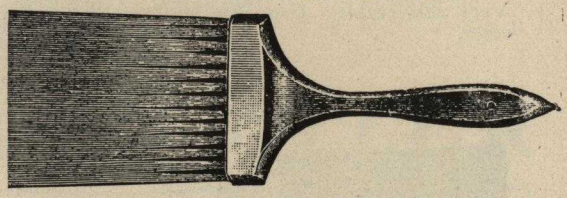


For removing rust, paint and all foreign accumulations from the surface of plain and ornamental metals, stone, brick, or wood work, is coming into favor with a rapidity that proves its usefulness. Once tried thereafter indispensable.

No. 111. Suited for plain or flat surfaces.

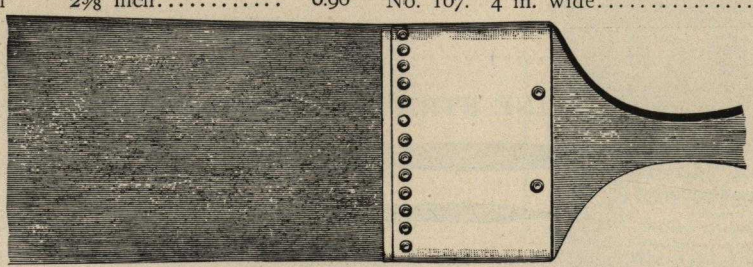
Each..... $1.00

FLAT PAINTERS' DUSTERS



Best all GRAY OKATA BRISTLES. Very full and heavy. For practical painters. 4 rows of bristles.

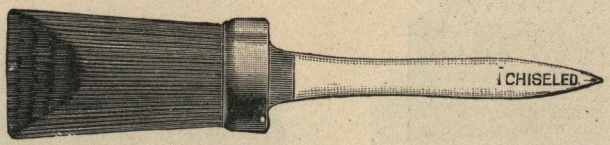
No. 107. 4 in. wide..... $1.50



STIPPLERS OR WALNUT GRAINERS

No. 103. 3-inch.....Price, each. $1.56

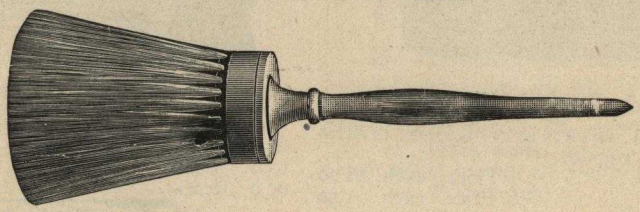
YORKSHIRE OVAL PAINT OR VARNISH



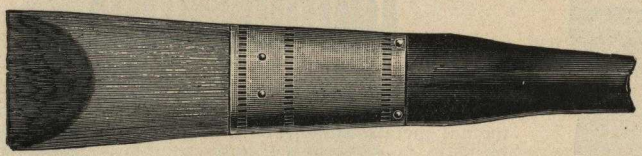
Long black selected Chinese bristles. Nickle bound. Chiseled.

No. 6 ..... Price, each $1.48
No. 8 ..... Price, each. 1.96
No. 10 ..... Price, each. 2.36

PAINTERS' DUSTERS



No. 50. All black Chinese bristles ..... Each. $1.10
No. 40. White bristles outside, gray centre ..... Each. 1.46
No. 10. Coach. Best white French bristles ..... Each. 1.56



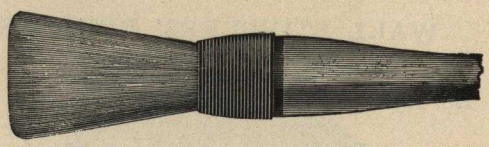
XXX KINGSTON SASH

Cherry polished handles. Brass ferrules. Chinese bristles. A practical tool.

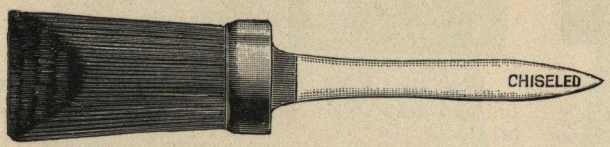
No. 4 ..... Price, each. $0.16
No. 6 ..... Price, each. 0.20
No. 8 ..... Price, each. 0.28

KINGSTON SASH TOOL

Twine bound, all white bristles, plain handles. Very serviceable. Used for either oil or water color.



	No. 6.	No. 7	No. 8	No. 9	No. 10
Price, each	$0.32	$0.38	$0.46	$0.56	$0.66

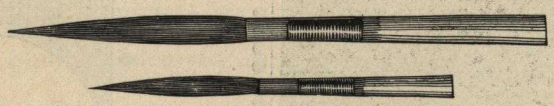


YEDDO OVAL VARNISH

All black, Chinese bristles. Nickel bound, chiseled. An extra fine brush.

No. 4.0 ..... Price, each. $0.80
No. 6.0 ..... Price, each. 0.90
No. 8.0 ..... Price, each. 1.20

SUPERFINE STRIPERS AND LETTERERS



Camel's hair in quills, silk bound. The finest made.

Stripers, 2¼-inch, per dozen ..... $0.80 Letters, 1-inch, per doz $0.60

Potter Wall Paper Mills Prepared Paints

It's pure

The best that can be made in paints

It's pure

The best that can be made in paints

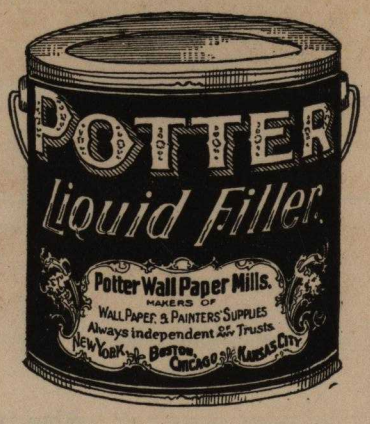
POTTER LIQUID FILLER

A TRANSPARENT SILEX FILLER

Will not discolor the wood or injure the grain. One coat of Potter Liquid Filler and one coat of Varnish make a good job.

Price, per gallon, - - - - - $1.70

The above prices are for CASE LOTS Containing 6 gallons. Five cents per gal. extra will be charged for packing smaller quantities.



PRICES IN THIS CATALOGUE SUBJECT TO CHANGE WITHOUT NOTICE

POTTER'S HOUSE PAINTS

Sold Only in One Gallon Cans.

FOR PRICES ON PAINTS PLEASE NOTE PRICE LIST ON PAGE 27

	Trimming Colors
628 Light Buff	White 632 644
632 Canary	White 628
694 Fawn	628 647
634 French Gray	662 642 694
661 Bedford Stone	634 626 642
672 Light Slate	White 668 661
701 Light Tan	658 704
684 Buff	704 652
662 Lead Color	White 702 636
658 Cherry Red	For Sash Fronts Trim'gs
647 Tuscan Red	Store Fronts Trim'gs Etc.
702 Wine Color	694 628

	Trimming Colors
703 Lilac	White 702 642
704 Missouri Clay	642 702 694 662
668 Deep Drab	White 704 658
652 Seal Brown	704 628
705 Sky Blue	Porches Ceilings Etc.
706 Deep Blue	Coves Trim'gs Etc.
678 Silk Green	634 642 626
707 Nile Green	White 642
626 Blind Green	Shutters Trim'gs Etc.
642 Moss Green	White 628
636 Myrtle Green	634 661 678
708 Vermilion	Trim'gs Sash Fronts Etc

Also Inside and Outside White and Black

FOR PRICE LIST ON ALL READY MIXED PAINTS, Etc., SEE PAGE 27

PRIMING WHITE

is your salvation when competing for a job of house painting . . .

One gallon of PRIMING WHITE with one gallon of Linseed Oil makes two gallons of good white paint ready for use; for priming a new house or first coat when repainting.

Sold only in five gallon kits. Price, per gallon..... $1.90

THE POTTER PREPARED PAINT

is not a **patent paint,** but made as the painter would mix it from a Lead and Zinc base with pure Linseed Oil, and differs in that the ingredients are combined by a long process of grinding and mixing which changes their character, producing a paint that will cover more surface, look better, wear longer and be more economical than it is possible to make a paint with a tub and stick. **Best results** are obtained when used by a **practical painter.**

QUANTITY REQUIRED

A gallon of this paint properly applied will cover from 200 to 300 square feet of surface, two coats, depending upon the condition of the building.

If thinning be necessary, always use pure Raw Linseed Oil.

The following will give approximately the quantity of paint required, it not being possible to ascertain "to a gallon" just how much will be necessary.

Add together the number of feet across both sides and front and rear, multiply this by the average height. Divide the product by 250, which will give the number of gallons for two coats.

Front	20
Rear	20
Side	30
Side	30
	100
Multiply by average height	20
250)	2000
	8 gallons
Trimming	2 gallons
15 pair blinds	2 gallons
Total	12 gallons, for two coats.

Ascertain the square feet in floors and ceilings of porches, then divide each as before by 250, which will give quantity to buy.

PAINTING

By the average house-owner is one of the last things thought of. Viewing it from an economic standpoint it should be among the first.

There is a proper time to repaint buildings just as much as there are indications when other things should have attention. The length of time a building is allowed to remain unpainted after the old paint has grown porous and partly disappeared through the effects of the elements, will be more than counterbalanced by a corresponding extra expense necessary to restore it to its former condition.

In painting a building that is badly weather beaten, more material is required and a greater time is necessary for application. If a man expects to receive a good income from the investment of money in houses, and also expects the buildings to be worth as much money next year as this, he must keep them in good repair, and one of the most necessary things is keeping them well painted. By this care, if a building is to be rented, it is much more desirable to the tenant. If it be occupied by the owner, it adds to his pleasure and satisfaction, and the building thus cared for will always sell for an additional greater amount than the expense necessary to keep it well painted inside and outside. Think over the houses in your town, of your house and your neighbor's, and you will be surprised when you realize the number that should be repainted. About three houses out of five in most towns we know of need this attention. A man never makes a greater mistake than when he neglects keeping his buildings in good repair.

Owing to Their Excellence The POTTER Inside and Outside

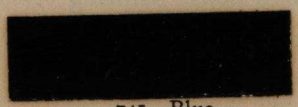
WHITES

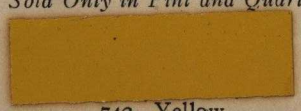
Have Sold Enormously

PRICES SAME AS OTHER PREPARED PAINTS

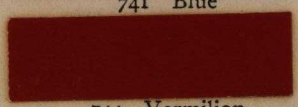
POTTER'S CARRIAGE PAINTS

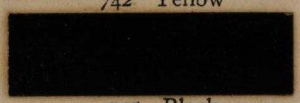
Sold Only in Pint and Quart Cans.

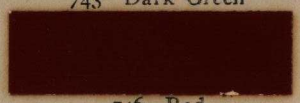

741 Blue


742 Yellow

743 Dark Green


744 Vermilion

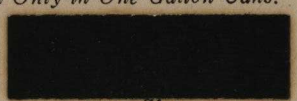

745 Black


746 Red

POTTER'S ROOF and BARN PAINT

Sold Only in One Gallon Cans.

753 Yellow


752 Slate

751 Red

754 Dark Green

755 Prince's Mineral

POTTER'S FLOOR FINISHES AND VARNISH STAINS

Sold Only in Pint and Half Gallon Cans.

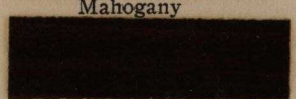
Oak

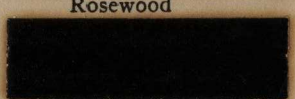
Antique Oak

Cherry

Mahogany

Rosewood

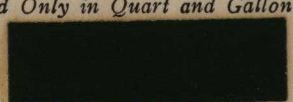

Walnut


Ebony

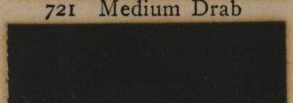
POTTER'S FLOOR AND PORCH PAINTS

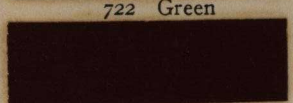
Sold Only in Quart and Gallon Cans.

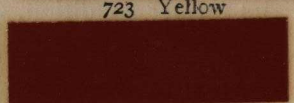
721 Medium Drab


722 Green

723 Yellow


724 Slate

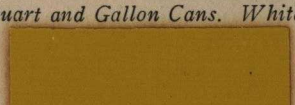

725 Red Brown


726 Red

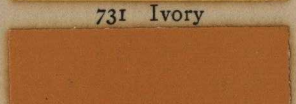
POTTER'S ENAMELS

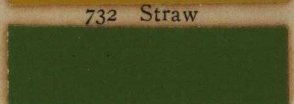
Sold in Pint, Quart and Gallon Cans. White in all Sizes.

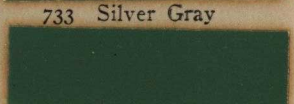
731 Ivory


732 Straw

733 Silver Gray


734 Wild Rose


735 Green


736 Sky Blue

FOR PRICE LIST ON ALL PAINTS PLEASE NOTE PAGE 27

SELECTION OF COLORS

It is frequently puzzling to know just what color or colors should be chosen in the painting of buildings, and we suggest a few circumstances that should be taken into consideration when choosing them.

The style, situation and general surroundings of the house always have an influence upon the color that should be selected. No one can autocratically lay down certain set rules, and say "for such a house such colors should be used." Too much monotony would result if painting was made a matter of rule; be governed by circumstances.

FIRST. The style of the house itself, if it is Queen Anne, or a style of architecture which presents variety of form, three or four colors of striking contrast may be used with an effect most pleasing. If the building be plain, tints of more sombre tone will be appropriate.

SECOND. The situation. If in the country, surrounded by trees or in the centre of a lawn, avoid strong colors which are prominent in the natural surroundings, such as green in the various shades. The prominence of the green in the foliage is so pronounced that it detracts from a like tint on the building, and the result is not pleasing. On the contrary, in a town more or less closely built, with little or no foliage or grass the different shades of green present the most beautiful effects.

Colors to show to best advantage should be properly blended.

When houses are built closely together, startling effects in the use of glaring colors and too decided contrasts should be avoided. Do not use too dark body colors, as they soon become offensive to the eye instead of exerting the restful influence which is found in the effect of well blended light shades. All yellow tints may be used to excellent advantage in situations where foliage predominates.

On our color card, opposite each shade that is appropriate for body of a house, we suggest suitable colors for trimming.

SUGGESTIONS

Paint standing for any time will settle. To insure perfect uniformity it should be turned from the package in which it is bought into one of larger size, and if two or more cans are to be used, the whole should be placed in one vessel and thoroughly beaten together with a paddle of sufficient length to reach the bottom.

Keeping paint well stirred while using is of importance.

Never allow paint to be applied to a surface where there is a suspicion of dampness or frost.

If paint is applied when the atmosphere is filled with dampness, it is likely to peel.

Shellac should be used freely on knots and sappy places.

THE POTTER PREPARED PAINT will admit of thinning considerably for first coat, the extent depending upon the condition of the surface, second and third coats requiring less. Always thin with Linseed Oil for outside work and Turpentine for inside; except where old paint to be coated is very hard, thin with Turpentine for first coating.

In painting, begin at top of building and paint down.

THE POTTER PREPARED PAINT should be spread out thoroughly on ordinary work; where repainting, two coats will usually result in a satisfactory job; new work always needs three coats, and we recommend putting them all on at one painting.

Give one coat time to set thoroughly before applying another; about one week.

It is very important when repainting that the old paint when loose be well scraped off and dusted, in these places an extra coat of paint is necessary.

Do not use Yellow Ochre alone for priming or first coat in repainting. We advise against the use of dry Ochre at all times. If it is desired to lower the expense of painting, French Ochre ground in Pure Linseed Oil may be used to advantage; mixed with our Outside White, half and half; this will make a priming paint that will be moderate in cost, economical, durable, and never cause the trouble so often created by the use of cheap dry American Ochre.

POTTER'S PREPARED PAINTS

These Paints are manufactured from a formula which we will guarantee equal to any on the market to-day. You will say: It it easy to manufacture goods from the bases of Linseed Oil, Color and White Lead, but if you will consider the cost of this method, you will find that our Ready Mixed Paint is 50 per cent. better in quality, price considered than the Paint which you make yourself. The Paint business at the present time is in such a condition that expert chemists have made it a point and are drawing good salaries in order to adulterate Paint and sell it at a cheap price, and yet we must all agree that Paint which is made on "up-to-date" formulas is far more durable, far more serviceable and gives far better results than the old way of mixing paints, which was lead and oil mixed by hand. Improved machinery adds to the value of our formula.

POTTER'S FLOOR AND PORCH PAINTS

Are manufactured from the same formula and in the same manner as the Paints mentioned above. We can assure you that these goods are equal to the best. The Paint dries hard in a very few hours and produces a fine finish with a fine gloss. We can assure you that the durability and elasticity has no equal. These goods stand the constant rough wear which Floors and Porches always receive. One gallon of this Paint will cover on an average of 250 square feet two coats.

POTTER'S ENAMELS

Potter's Enamels are adapted principally to bed rooms and places where you wish to produce a lustrous and durable surface. Heat and Moisture have very little effect on these goods, and we know that POTTER'S ENAMELS, both as to price and quality, cannot be duplicated in the country.

POTTER'S CARRIAGE PAINT

These goods are manufactured exclusively for us, and one application on buggies, carriages, etc., will not only obtain a good job, but will also produce a good Gloss Finish. One quart of this Paint will cover any ordinary Carriage or Buggy, but when it becomes an absolute necessity to obtain a very good job, it will require two coats which is always more satisfactory to the customer.

POTTER'S WAGON AND IMPLEMENT PAINT

The Paint mentioned above is carried in exactly the same colors as we show on our color card under the heading of Carriage Paint. This Paint, of course, has not the high Gloss Finish such as the Carriage Paint, but on wagons, farm implements, etc., we can assure you that it will be far superior to anything else on the market for the price in question.

POTTER'S BLACK GRAPHITE PAINT

This Paint is used principally on Iron Fences, and in fact anything which receives hard usage, both as to weather and wear. It can also be used on Barns or any ordinary work.

POTTER'S WHITE ZINC

White Zinc is sold by us in 12½ and 25-lb. cans, which, of course, is used principally with White Lead in order to get a white effect for inside and outside work. Of course, you must bear in mind the fact that when Pure Linseed Oil and White Lead are mixed together it gives a yellow cast, but in placing Zinc with your Lead, it produces an egg shell white, which is the color most people wish.

POTTER'S WHITE LEAD

We wish it to be thoroughly understood that what we term our "White Lead" is not the commercial article you are familiar with. In the strictest sense: It is a combination of Pure Lead, Pure Zinc, and other ingredients—which careful chemical research has developed into a mixture which seems to fill requirements as well as the Commercial Lead, at a saving to you of 20 per cent. This is what it is, and this is what we sell it for.

Others call it "Pure White Lead." We don't. We think you will like it after a trial.

POTTER'S FLOOR FINISH

This Paint is manufactured exclusively for us, dries hard in a very few hours, produces a very fine finish with a high gloss. It is a very durable paint and will stand a great deal of hard usage as well as rough wear, which floor varnishes always receive.

One gallon will cover about 350 sq. ft., two coats.

POTTER'S VARNISH STAINS

These stains are used principally on interior wood work, or in fact any surface which requires varnish stains. Furthermore, it is a combination of Varnish and Stains which can be put on the wood with one application. It dries quickly and produces a handsome gloss finish.

One gallon will cover about 300 sq. ft., two coats.

POTTER'S WOOD FILLER

Our Wood Filler represents the highest degree of perfection obtained after years of experience and experimenting. It is made from the very best material, dries very hard and fills the grain of the wood very thoroughly. It will go farther than any other Filler, and makes the best foundation for a perfect finish.

POTTER'S LIQUID FILLER

This is a perfect Filler for all close-grained woods, such as Birch, Cherry, Pine, Cypress, etc., and will not stain the lightest color woods or raise the grain in any way. It leaves a perfectly smooth and hard surface ready for varnishing.

POTTER'S PAINT AND VARNISH REMOVER

A word regarding this genuinely good and convenient article. As a household convenience it is unsurpassed and does away entirely with the old method of burning off old paint or varnish, it only being necessary to paint over the surface to be removed with the paint and varnish remover. The old material may be readily peeled off with a putty knife, until only the original surface remains.

The introduction of this article in the home would cause many small jobs to be done that otherwise never would be attempted.

ENGLISH VENETIAN RED GROUND IN OIL

Sold in 12½ and 25-lb. cans, also in 100-lb. kegs.

We know for a certainty that the goods in question will meet the approval of the Painter, and will give satisfaction in every respect.

POTTER'S ROOF AND BARN PAINT

This Paint is made from pure Linseed Oil and best pigments which can be obtained. It possesses a very elastic body and is especially adapted for tin roofs, barns, fences; in fact, everything exposed to the weather.

One gallon of this Paint will cover 250 sq. ft., two coats, and we know for a certainty it is one of the best paints which we have ever placed on the market at the price quoted.

FRENCH YELLOW OCHRE GROUND IN OIL

Sold in 12½ and 25-lb. cans, also in 100-lb. kegs. We know for a certainty that the goods in question will meet the approval of the Painter, and will give satisfaction in every respect.

POTTER'S CARBON PAINT

FIVE YEARS GUARANTEE:

When used according to directions, we guarantee the paint to wear perfectly for a period of

FIVE YEARS

and we guarantee to furnish free sufficient material to repaint any surface should the conditions require it.

STOPS LEAKS PREVENTS RUST CHECKS DECAY

One Gallon,
Made in Black Only.

Covers 250 to 350 square feet on Metal, according to directions.
OR
100 square feet on Shingles, Felt or Canvas.

Absolutely non-injurious to any material. NEVER CRACKS, PEELS or BLISTERS. WEATHER, WATER and SUN PROOF, always ready for use.

Spreads freely and easily, and does not settle in the package. Sets quickly and with a glossy finish Can be used on any material; is odorless and tasteless. When dry—is heavy in body—ONE COAT BEING EQUAL TO FOUR OF ORDINARY PAINT; does not discolor or give a taste to rain water.

Used on roofs, machinery, tanks, fences, all metal or iron work (bridges, etc.), an excellent roofing cement can be made by thickening the paint with Portland cement.

POSITIVELY MAKES OLD AND LEAKY ROOFS WATER TIGHT

One gallon cans..... $1.40 per gallon
By the barrel..... $0.90 per gallon

Price List of Potter's Paints, Enamels, Etc.

POTTER'S HOUSE PAINTS

All regular colors shown on our color card are sold in 1 gallon cans only.

Price	$2.00 per gallon
Inside or outside white	2.00 per gallon
Nos. 626, 636 and 702	2.50 per gallon
No. 708	3.00 per gallon

POTTER'S FLOOR AND PORCH PAINTS

These goods are sold in quarts and 1-gallon cans only. White in all sizes.

1-gallon cans. Price per gallon	$2.00
1-quart cans. Price per quart	.60

POTTER'S ENAMELS

Sold in pint, quart and gallon cans. White in all sizes.

Price in 1-gallon cans	$2.90
Price in 1-quart cans	.90
Price in 1-pint cans	.50

POTTER'S CARRIAGE PAINTS

Sold only in pint and quart cans.

Price per quart	$0.98
Price per pint	.60

POTTER'S WAGON AND IMPLEMENT PAINTS

We carry these goods in exactly the same colors as shown in our Carriage Paints.

Price per gallon	$2.60
Price per quart	.80

POTTER'S ROOF AND BARN PAINT

Sold only in 1-gallon cans.

Price per gallon	$1.50

POTTER'S FLOOR FINISHES AND VARNISH STAINS

Sold in pint and ½ gallon cans only.

Price per ½ gallon	$1.70
Price per pint	.50

POTTER'S PAINT AND VARNISH REMOVER

Sold in quart and gallon cans only.

Price per gallon	$3.00
Price per quart	.86

POTTER'S PASTE WOOD FILLER

Sold in 1 and 5-lb. cans only.

Price per lb. in 5-lb. cans	.18
Price per lb. in 1-lb. cans	.20

POTTER'S LIQUID FILLER

Sold only in 1-gallon cans.

Price per gallon	$1.70

PRICES IN THIS CATALOGUE SUBJECT TO CHANGE WITHOUT NOTICE

SHINGLE STAINS

Sold in barrels and 5-gallon kits only. Green, Red and Slate Colors.
Price per gallon in barrels..... $1.10
Price per gallon in 5-gallon kits..... 1.30

POTTER'S BLACK GRAPHITE PAINT

USED PRINCIPALLY FOR IRON WORK.

Sold in 1 gallon cans and 5-gallon kits only.
Price per gallon in 5-gallon kits..... $1.90
Price per gallon in 1 gallon cans..... 2.00

POTTER'S FRENCH WHITE ZINC

In 12½ and 25-lb. cans.
Price per lb..... $0.14

POTTER'S WHITE LEAD

In 12½, 25, 50 and 100-lb. kegs. We cannot guarantee this to be strictly pure lead, but it has given perfect satisfaction to every one who has used it. It is a "COMBINATION LEAD" manufactured from oil, white lead, white zinc and brytes. The body of this lead you will find to be far superior to anything offered on the market at the price quoted.
Price per lb..... $0.10

POTTER'S SUPERIOR WHITE LEAD

STRICTLY PURE WHITE LEAD.

Prices quoted on any brand of the best manufacturers in strictly pure White Lead. Potter's own brand has the endorsement of dealers at large. Put up in 12½, 25, 50 and 100 lb. kegs.
Price per lb..... $0.13

FRENCH YELLOW OCHRE GROUND IN OIL

In 12½ and 25-lb. cans and 100-lb. kegs. This is used for priming and tinting.
Price per lb..... $0.09

ENGLISH VENETIAN RED GROUND IN OIL

In 12½ and 25-lb. cans and 100-lb. kegs. This is used for priming and tinting.
Price per lb..... $0.09

Our Guarantee on Prepared Paints

In many instances a really good paint is not given a FAIR CHANCE, owing to the careless application of the painter, and is consequently condemned unjustly.

All we ask is that our paint be applied to a dry surface, with knots properly covered with shellac, and properly primed with OUR PRIMING WHITE.

If these conditions are observed, we guarantee that any building painted with our paint will present a satisfactory appearance for FIVE YEARS.

POTTER'S STRICTLY PURE COLORS GROUND IN OIL

BLACKS

Sold in 1 and 5-lb. cans.	Per lb.
Lamp Black	$0.24
Ivory Black	0.32

BLUES

Sold in 1, ½ and ¼-lb. cans.	Per lb.
Prussian Blue	$0.84
Ultramarine Blue	0.42

BROWNS

Sold in 1 and 5-lb. cans.	Per lb.
Raw Turkey Umber	$0.30
Burnt Turkey Umber	0.30
Raw Italian Sienna	0.32
Burnt Italian Sienna	0.32

GREENS

Sold in 1 and 5-lb. cans.	Per lb.
Light Chrome Green	$0.28
Dark Chrome Green	0.28
Medium Chrome Green	0.28

REDS

Sold in 1 and 5-lb. cans.	Per lb.
Venetian Red	$0.19
Indian Red	0.31
Tuscan Red	0.34

VERMILIONS

Sold in 1 and ½-lb. cans.	Per lb.
American Vermilion	$0.40
English Vermilion	2.30

YELLOWS

Sold in 1 and 5-lb. cans.	Per lb.
Light Chrome Yellow	$0.43
Orange Chrome Yellow	0.43
Medium Chrome Yellow	0.43
French Yellow Ochre	0.20
Golden Washed Ochre	0.27

POTTER'S COACH COLORS GROUND IN JAPAN

Sold in 1-lb. cans.	Per lb.
Coach Drop Black	$0.80
Ivory Black	0.60
Tuscan Red	0.60
Chrome Yellow Medium	0.70

POTTER'S VARNISHES

We can thoroughly recommend these goods for their perfect adaptability to each purpose to be served in their use, and full confidence can be placed in the goods offered.

Their thorough test of time has placed them in the front rank of varnishes on the market.

A trial will carry conviction of our representations, both as to grade and quality, and unusually good values, of what will prove undoubtedly first-class varnishes.

POTTER'S EXTRA LIGHT HARD OIL FINISH

This Varnish is used principally for finishing all kinds of natural wood surfaces where the grain and color are to be preserved. It works freely and dries in about 24 hours with an excellent gloss, and is used principally for wainscotings, baseboards and any inside work.

Price per Gal., $2.20. Price per ½ Gal., $1.20.

POTTER'S NO. 1 COACH VARNISH

This Varnish is used principally for interior work. It is a free flowing Varnish, very durable and has a very good body.

Price per Gal., $2.00. Price per ½ Gal., $1.10.

POTTER'S EXTRA COACH VARNISH

This Varnish is used principally for very fine work and can be used on floors, inside as well as outside work. It is practically an outside Varnish, but we would advise that you use Spar or Exterior Coach, which we know would give better results.

Price per Gal., $2.40. Price per ½ Gal., $1.30.

POTTER'S EXTERIOR COACH VARNISH

This Varnish is used principally for outside work, such as vestibule doors, store fronts, or in fact anything exposed to the weather.

Price per Gal., $2.60. Price per ½ Gal., $1.40.

POTTER'S ELASTIC FLOOR VARNISH

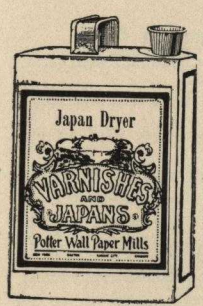
This Varnish is adapted principally for floors which have hard usage. It is a slow drying Varnish, but when it is thoroughly dried it forms a very hard surface. This is the Varnish that we can guarantee to be as good as the best.

Price per Gal., $3.00. Price per ½ Gal., $1.60.

BLACK VARNISH, OR POTTER'S NO. 1 BLACK ASPHALTUM

Asphaltum is used principally for radiators, iron work, etc. Heat has very little effect on it, and it can be used as well for any outside work, such as drain pipes, iron fences, or in fact anything that you desire to paint black and have a gloss finish.

Price, per Gal., $0.90. Price per ½ Gal., $0.50.



POTTER'S JAPAN DRYER

This is a good binder and a quick dryer. It contains no acids and will not cause the Paint with which it is mixed to blister, crack, chalk or peel.

Price per Gal., $1.20. Price per ½ Gal., $0.70.

POTTER'S TURPENTINE JAPAN

This is a first-class Japan and is a good binder, a sure and quick dryer. It contains no acids and will not cause the Paint with which it is mixed to burn, blister, crack or peel. It mixes thoroughly with oil and does not detract from the elasticity of the Paint, and we know it to be the best on the market for the prices quoted.

Price per Gal., $1.60. Price per ½ Gal., $0.90.

POTTER'S FRESCO WALL SIZE

This is a good Size adapted for all general use.

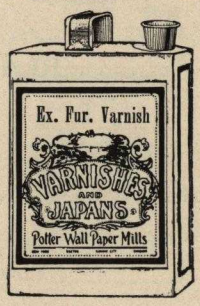
Price per Gal., $1.20. Price per ½ Gal., $0.70.

POTTER'S FURNITURE VARNISH

This Varnish is used principally for inside work, and being one of our cheaper grades of Varnishes we, of course, cannot guarantee same, but rest assured that it is as good as any for the price mentioned.

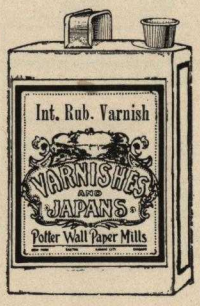
Price per Gal., $1.40. Price per ½ Gal., $0.80.

POTTER'S EXTRA FURNITURE VARNISH



This Varnish is of a little better quality than the Varnish mentioned above. It is adapted principally for inside work, or in fact any wood work which is not exposed to the weather. It dries over night with a perfect gloss finish and would advise its use on jobs which are finished hurriedly.

Price per Gal., $1.80. Price per ½ Gal., $1.00.



POTTER'S INTERIOR RUBBING VARNISH

This Varnish is used principally for high-grade interior wood work that is to be rubbed and polished, it gives a beautiful finish when left in the gloss and is extremely durable. It dries free from dust in 3 to 4 hours and is sufficiently hard for rubbing in 48 hours.

Price per Gal., $2.60. Price per ½ Gal., $1.40.

POTTER'S WHITE DAMAR VARNISH

This Varnish is used principally for surfaces which are to be transparent or to preserve light-colored woods, such as Maple, Birch, Georgia Pine, etc., also can be used for making enamels. By mixing this with Pure White Lead and Zinc it makes a very good White Enamel.

Price per Gal., $2.60. Price per ½ Gal., $1.40.

POTTER'S BEST BATAVIA WHITE DAMAR VARNISH

This Varnish is exactly the same as the one mentioned above, only it is of a higher grade and better quality, and is adapted for about the same purposes. It is made from imported Batavia Gum, and for finishing enamels it has no equal.

Price per Gal., $3.00. Price per ½ Gal., $1.60.

POTTER'S GLOSS OIL

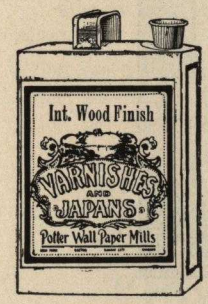
Gloss Oil is known, of course, throughout the Painting trade. It is adapted principally for cheap work.

Price per Gal., $0.80. Price per ½ Gal., $0.45.

POTTER'S SPAR VARNISH

This Varnish is used principally for outside doors, vestibules and store fronts, or in fact any exposed surfaces where there is a great deal of moisture or exposure to the weather. It is a very elastic as well as a durable Varnish, and we know it to be one of the best Varnishes ever offered at the prices quoted.

Price per Gal., $3.80. Price per ½ Gal., $2.00.



POTTER'S INTERIOR WOOD FINISH

This Varnish is used principally for high gloss interior wood work. It is exceedingly pale, free working as well as very durable. It dries free from dust in 3 to 5 hours. Can safely be rubbed in 2 to 3 days and polished to a high lustre in 4 days.

Price per Gal., $3.00. Price per ½ Gal., $1.60.

POTTER'S OIL SHELLAC

This is a clear first coater or filler for new woods that have not been previously finished. It has a good body and produces a substantial and safe surface or base coat. It dries to sandpaper in 6 to 8 hours.

Price per Gal., $2.00. Price per ½ Gal., $1.10.

POTTER'S HARD OIL FINISH

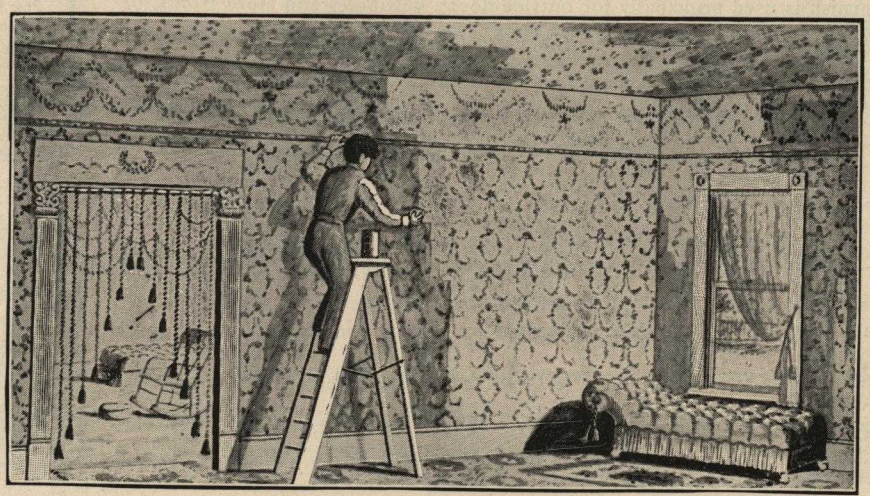
This Varnish is adapted for general interior work. This is pale, free flowing, durable and possesses a full substantial body. It dries free from dust in 2 to 3 hours.

Price per Gal., $2.00. Price per ½ Gal., $1.10.

Fuller's "Cold Water" Wall Paper and Fresco Cleaner

(PATENTED)

CLEANS CLEANER, GOES FARTHER, WORKS EASIER
COSTS LESS THAN ANYTHING ELSE ON THE MARKET



THE ONE GREAT SUCCESS

It does not streak the walls, but brings them out as bright and clean as new.

Requires no previous experience to work it successfully.

Will keep forever the way it is put up without the least deterioration.

It comes in the form of a powder and is made ready for use by simply mixing to a putty with

COLD WATER

A CHILD CAN MIX AND USE IT.

Full Directions with each Package.

One man can clean from three to eight rooms a day, make big money and do perfect work.

Put up in barrels, 200 lbs. each....per lb. $0.17
In bulk.....per lb. .20
In 1-lb. packages.....each .30

"Potter's" Prepared Dry Paste

FOR HANGING ORDINARY WALL PAPER

Our prepared dry paste is smooth-spreading and does not form lumps—avoids the souring, moulding and bad odor characteristic of old-style wet paste, and is cleanly and readily handled.

MIX IT AS YOU NEED IT

Our DRY paste never spoils—is packed in air-tight, moisture and vermin-proof cartoons, and is convenient to carry.

WHY BUY WATER? USE THE MONEY TO BUY PASTE

DIRECTIONS

To one part dry paste add three parts cold water, stir until smooth. Reduce to the desired consistency by gradually stirring in cold water. Pour the water on the dry paste—do not pour the dry powder in the water.

DO NOT COOK! Simply add cold water and stir.

One cartoon contains 2½ lbs. of dry paste and is about the size and shape of a double roll of wall paper.

Price, per 2½-lb. cartoon..... $0.36
Price, per lb., in 25-lb. boxes..... 0.14
Price, per lb., in 50-lb. boxes..... 0.12

"Potter's" Wall Paper Paste Powder

Especially—For Ingrains and Burlaps.

One pound of this powder will make THREE GALLONS of wall paper paste by carefully preparing it as directed.

DIRECTIONS

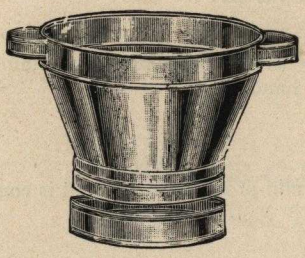
PLEASE OBSERVE CAREFULLY.

To one pound of this powder add one pint of cold water, mix thoroughly until all lumps have disappeared, then slowly pour the mixture into three gallons of boiling water, stirring it constantly until the paste becomes transparent and jelly-like. Allow it to cool before using. This paste is used principally for ingrain papers and burlaps.

WORKS EASILY AND WILL STICK BETTER THAN ANY OTHER PASTE. IT WILL NOT STAIN OR DISCOLOR THE FINEST WALL HANGINGS. THE SAFEST PASTE ON EARTH FOR INGRAIN PAPERS.

Put up in 1-lb. packages. Price each..... $0.36
Price per pound, in bulk..... 0.32

Painters' Tinware



SEPARATE RING STRAINERS

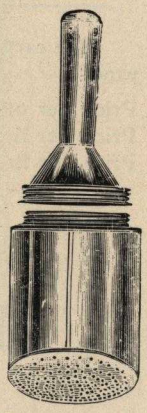
No. 90. Especially adapted to kalsomine. These strainers will be found very convenient, as any thin gauze cloth can be used and replaced as shown in the illustration. Made of heavy tin, well finished, with separate ring bottom.

Size of top, inches.	6-in.	10-in.
Price, each	$0.60	$1.10

IMPROVED PAINT STRAINERS

No. 91. These strainers are made extra deep, so that the paint will not spill in stirring, which is a feature no other strainer possesses. Brass wire cloth bottom.

Width. Inches.	6-in.	10-in.
Price, each	$0.80	$1.20



IMPROVED PAINTERS' SANDERS

No. 92. Made of heavy tin, with large screw ring handle. Impossible to break at joint. Price, each $1.20

IMPROVED PAINT KETTLES

No. 93. Made of I. X. tin, capacity three and five quarts. Handles securely set on.

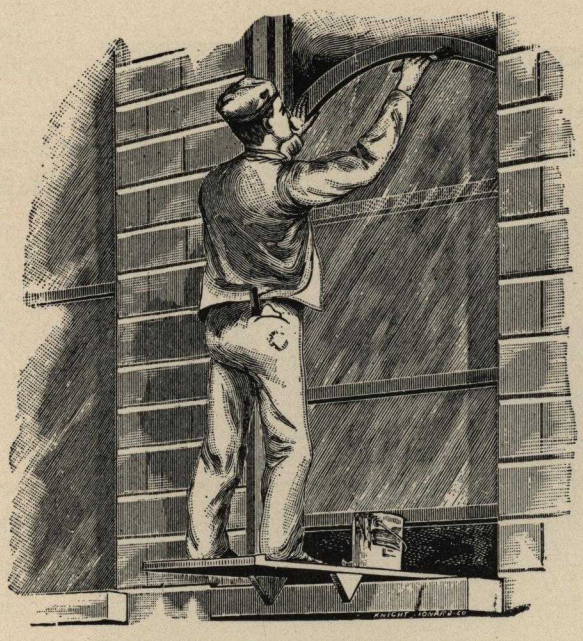
Capacity.	3 qts.	5 qts.
Price, each	$0.50	$0.55

PICTURE WIRE

No. 2. 8 Yards in Box ..... Price, per box. $0.12

No. 3. 8 Yards in Box ..... Price, per box. $0.14

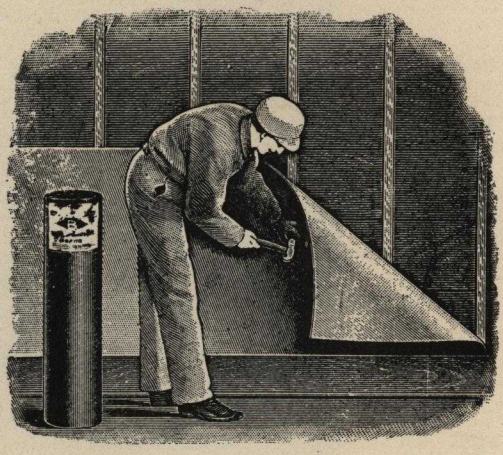
Each coil put in carton. Can be easily removed for use.



THE COLUMBIAN WINDOW PLATFORM

Is a very simple, safe and convenient platform for washing or painting windows. Is held in position by the cross bar and rests as shown in cut. The rests are adjustable for different thickness of walls. The bar can be withdrawn and fastened underneath the platform for carrying. Size 4 feet long, 14 inches wide; weight 20 lbs.

Price, each..... $6.00



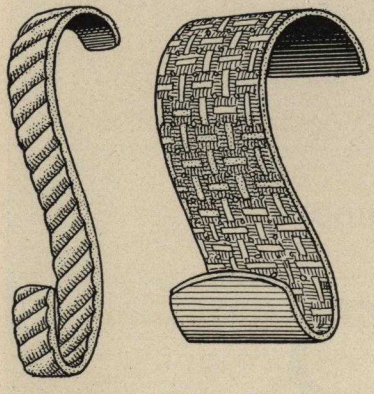
BLUE PLASTER BOARD

Used in place of plaster for walls, ceiling and wainscoting. Can be used over boards or fastened to studding, making a neat and durable finish. Can be painted or varnished, or wall paper may be pasted over it. Strong and durable and warmer than plaster. For sheathing and insulating this is the best that is manufactured, at any price.

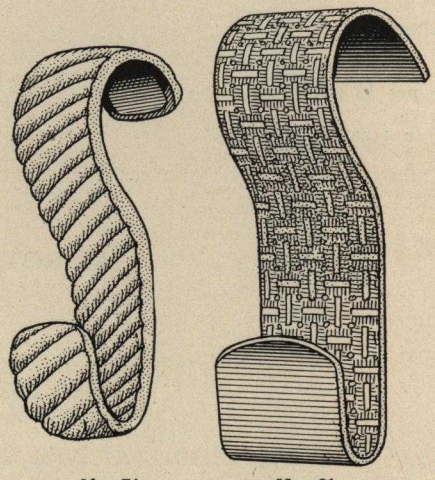
Rolls, 36 in. wide, containing 250 square feet, per roll..... $2.30

Rolls, 36 in. wide, containing 500 square feet, per roll..... 4.50

MOULDING HOOKS



No. 7. No. 6.



No. 71. No. 61.

No. 6. 1½-inch Moulding Hook (wide), per dozen..... $0.14
No. 7. 1½-inch Moulding Hook (narrow), per dozen..... 0.14
No. 61. 2-inch Moulding Hook (wide), per dozen..... 0.20
No. 71. 2-inch Moulding Hook (narrow), per dozen..... 0.18

GLUES

	In bbls. per lb.	In 25-lb. Lots per lb.	In 10-lb. Lots per lb.	Less per lb.
Brown Kalsomine or Sizing Glue	$0.18	$0.19	$0.20	$0.22
White Kalsomine or Sizing	.28	.30	.32	.32
Ground Glue, No. 1	.18	.19	.20	.22
Ground White Calcimine or Sizing	.28	.30	.32	.32

10 per cent. extra for packing.

SANDPAPER

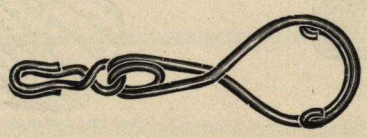
	Per quire.
Best Flint, No. 00 to 1½	$0.28
Best Flint, No. 2	.36
Best Flint, No. 2½	.40
Best Flint, No. 3	.50

POTTER'S PAPER HANGERS' SIZING

This Size is one of the best which is manufactured. By coating a whitewashed, painted, kalsomined or varnished surface, the wall is then in condition to hang any Wall Paper or Burlap. Sold in ½ gallon or gallon cans.

Price per ½ gallon	$1.20
Price in 1-gallon cans	2.00

IMPROVED POT HOOKS



No. 98. For securely holding paint pots on ladders, etc., price, each, ... 20c.

Room Mouldings

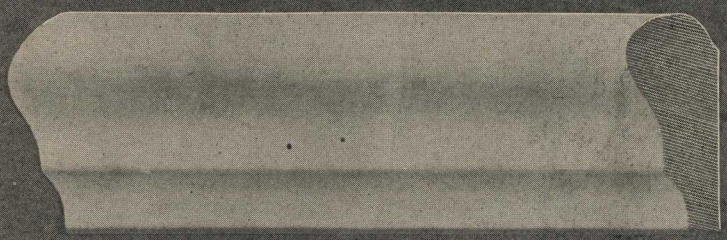
No. 18.
½ in. wide.
Beaded.
Price, per ft.,
2 cents.

Plain Gilt.

No. 1.
¾ in. wide.
Price, per ft.,
3 cents.

Green and Gold.

No. 9.
1¼ in. wide.
Price, per ft.,
6 cents.

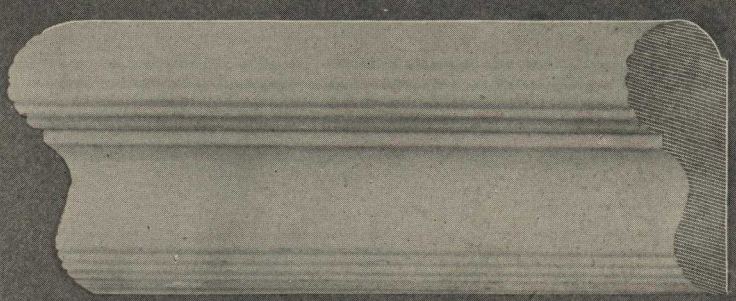


Plain Burnished Gilt.

No. 8.
1½ in. wide.
Price, per ft.,
3 cents.

Plain Immitation Oak.

No. 7.
1½ in. wide.
Price, per ft.,
3 cents.



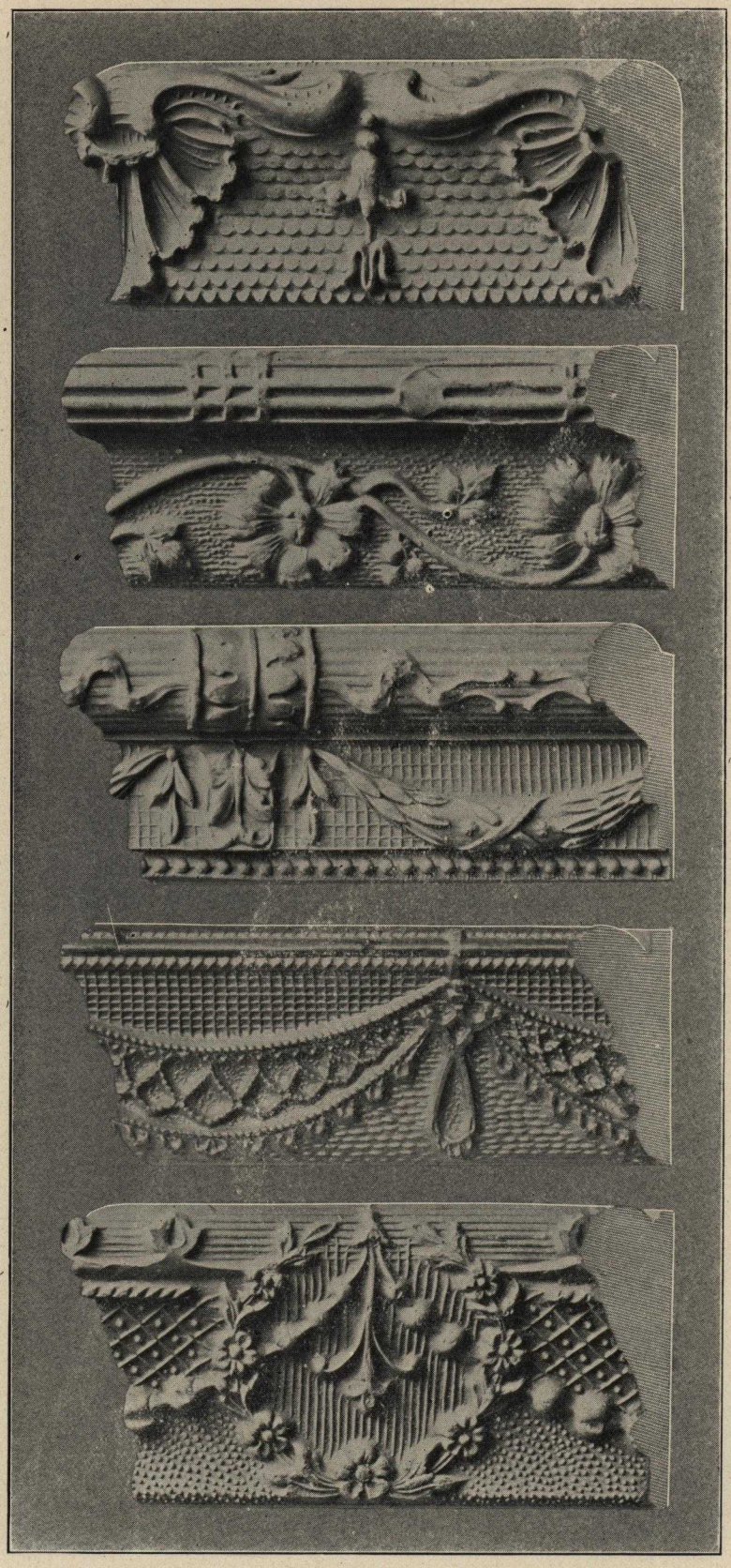
Plain White Enamel.

No. 24.
1½ in. wide.
Price, per ft.,
4 cents.

Tinted Light Pink Blended to Grey.

Room Mouldings

No. 27.
1½ in. wide.
Price, per ft.,
4 cents.



Flain Gilt.

No. 11.
1½ in. wide.
Price, per ft.,
5 cents.

Tinted Soft Green Blended to Red in Gold Tints

No. 25.
1½ in. wide.
Price, per ft.,
4 cents.

Tinted Dark Red Blended to Light Pink.

No. 6.
1½ in. wide.
Price, per ft.,
4 cents.

Green Blended to Old Rose.

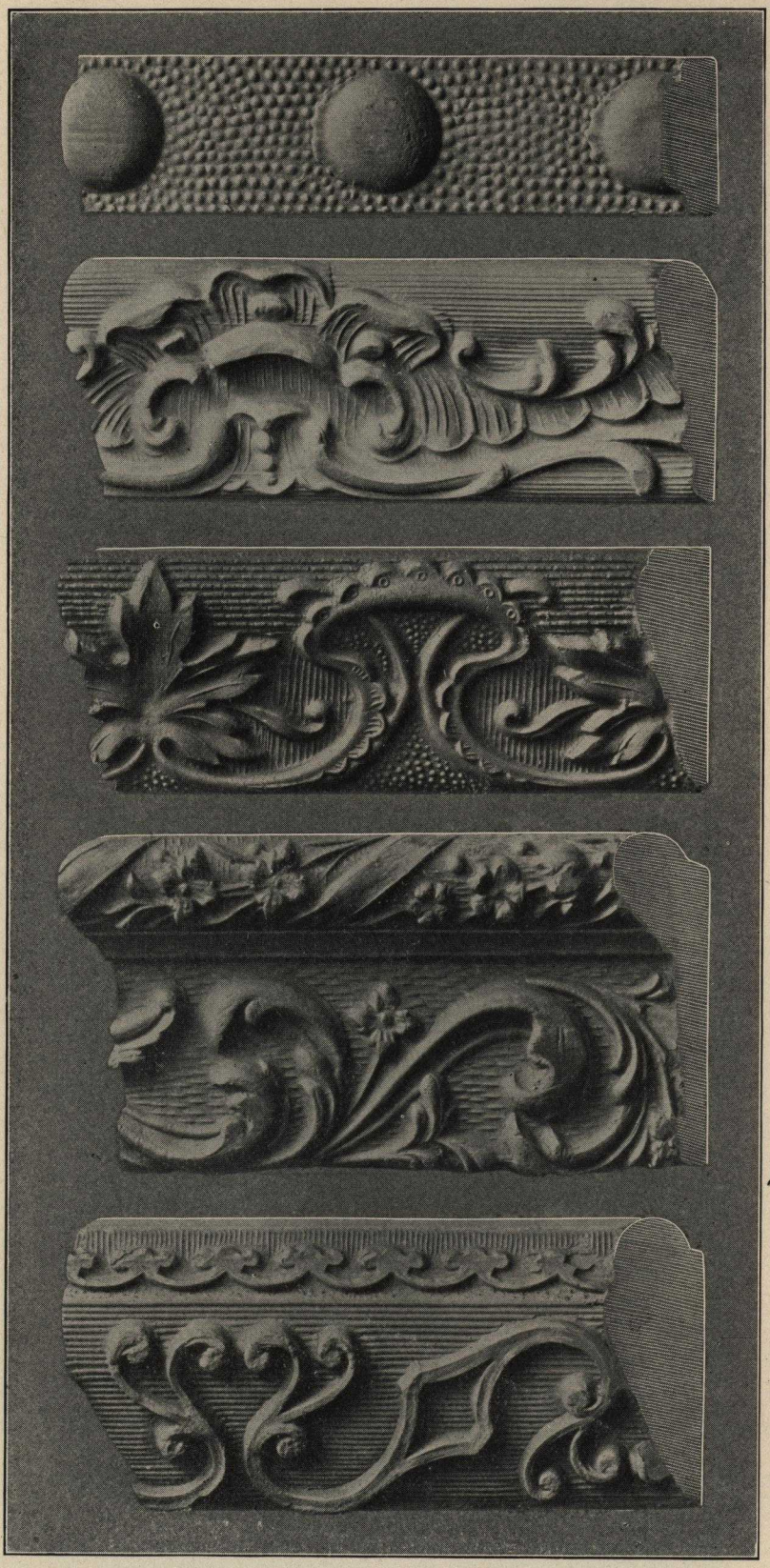
No. 5.
2 in. wide.
Price, per ft.,
6 cents.

Brown Blended to Buff.

Room Mouldings

No. 2.
1 in. wide.
Price, per ft.,
3½ cents.

Fancy Gilt,
also Green,
also Red.



No. 28.
1½ in. wide.
Price, per ft.,
4 cents.

Tinted
Pink.
Blended to
Light Cream.

No. 26
1½ in. wide.
Price, per ft.,
4 cents.

Tinted
Green
Blended to
Dark Buff.

No. 19.
2 in. wide.
Price. per ft.,
6 cents.

Tinted
Light
Green.
Blended to
White.

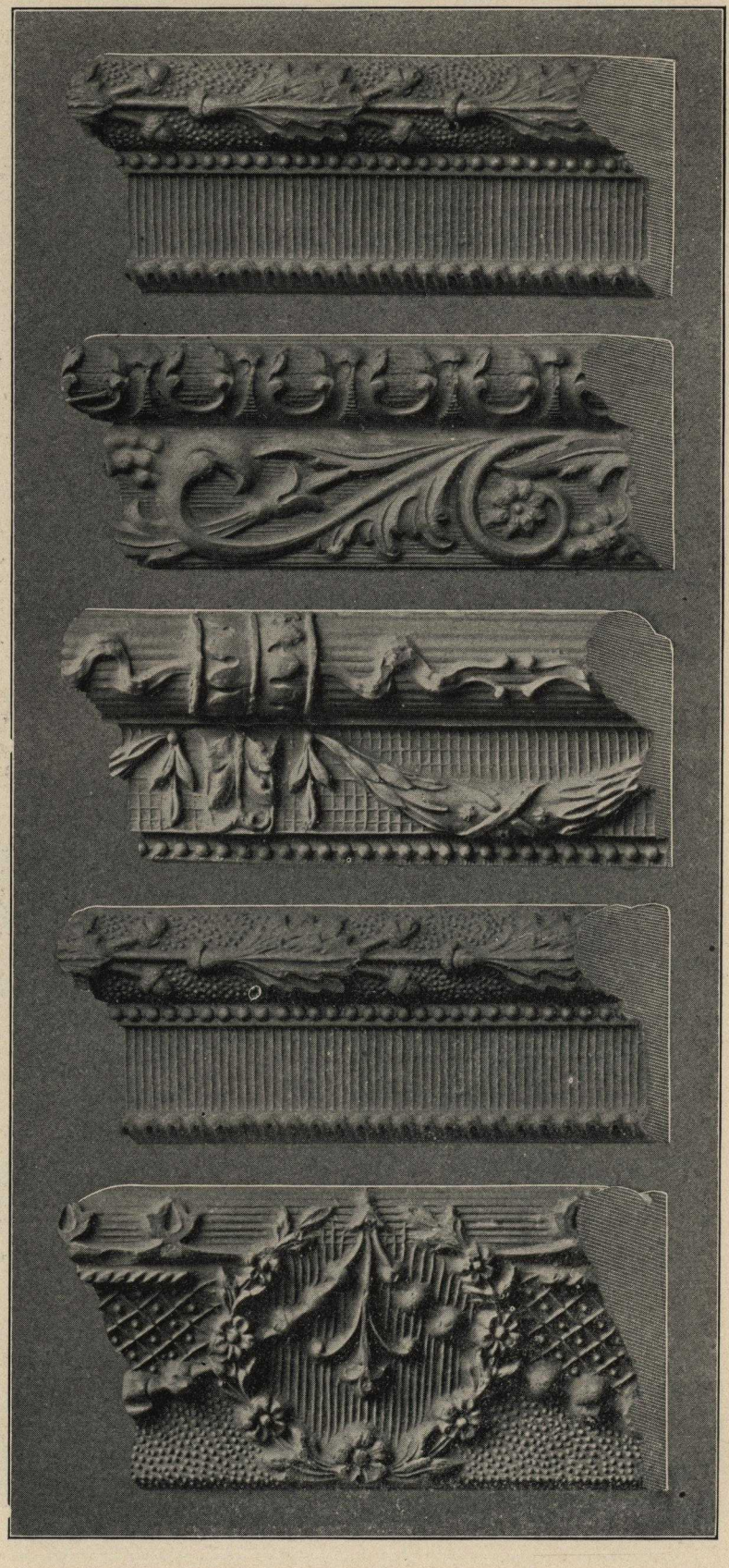
No. 10.
1¾ in. wide.
Price, per ft.,
6 cents.

Tinted
Dark Green
to
Deep Wine
used for
Tapestry.

Room Mouldings

No. 4.
1½ in. wide.
Price, per ft.,
5 cents.

Tinted
Deep Wine
and
Heavy Gilt.
Principally
for Ingrain
Paper.



No. 20.
1½ in. wide.
Price, per ft.,
4 cents.

Tinted
Green
to
Light Cream.

No. 23.
1½ in. wide.
Price, per ft.,
4 cents.

Tinted
Light Cream
to
White.

No. 3.
1½ in. wide.
Price, per ft.,
5 cents.

Tinted
a Deep Green
and
Heavy Gilt.
Principally
for Ingrain.

No. 21.
2 in. wide.
Price, per ft.,
6 cents.

Tinted
Light Blue
to White.

Potter's Prepared Burlap, Muslin, Canvas, Etc.

You will note the distinctive feature connected with all our Burlap goods, that they have an entirely different "stiffening or backing" from any other make, giving them many advantages over all other textile wall-hangings.

It renders the fabric more easily applied to the wall surfaces than goods made by any other process and less liable to draw from the wall or pull off plaster.

This "backing" used exclusively on these goods, is specially prepared fibre pulp, producing a surface or lining similar to the nature of wall paper stock. It is self evident that a "backing" of this kind, of so pliable and flexible a nature has advantages that preparations, or backings, made up of hard clay filling, glue dextrine, etc., cannot have.

In the manufacture of these dyed Burlaps the highest grade of raw material is used, which makes the goods most even in texture, fast of color and the most durable on the market.

Being supported by a "special backing" which acts as a lining to the goods, gives it a great advantage over the old method of "sizing" which is done on all other Burlaps, and these goods hang much easier and a more perfect seam made with it. The goods can be joined so closely that any size space may be covered with the regular 36-inch width, that it will look practically as if all in one piece. About fifty yards to the piece; width 36 inches.

DIRECTIONS

Cut the goods to the desired lengths to suit the space to be covered, then paste thoroughly, using a FAIRLY HEAVY, good wall paper paste, fold and trim with a SHARP KNIFE and straight edge, and hang IMMEDIATELY, butting the edges. Don't let the goods lie and soak as is generally necessary with other makes.

It is best to hang the strips consecutively as cut from the roll, reverse every other strip, thus keeping the same edges together and avoiding the possibility of any shading.

By following above instructions, there will be no stretching of the goods, and a more perfect job made than with goods of any other manufacture.

NATURAL TAPESTRY BURLAP

This is used extensively where it is desired to retain the Natural Burlap effect, or where a special individual color scheme is being worked out, and it becomes necessary to have a different tint than the regular dyed factory colors.

If to be painted, it is best to first go over the surface with a coat of sizing, as this will lap the nap and also close the pores, and make quite a saving in paint material.

The goods having been thoroughly shrunk, and being "backed" with a "special process," makes it easy to hang and assures a perfect job.

COMPLETE PRICE LIST

	Full Roll. Per Yd.	Less Quantity. Per Yd.
Potter's Dyed Tapestry Burlaps (all colors)	$0.40	$0.50
Potter's Prepared Canvas	.50	.60
Potter's Natural Color Burlap	.30	.36
Potter's Prepared Muslin	.26	.34

These goods are about 50 yards to the roll.

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